

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 90

MARCH 3, 1934

Number 9



Wise packers all over the country are swinging to NUSOY — because of the exceptional results that it guarantees and the remarkable profits it assures from meat loaves. Get in step with the leaders — *use NUSOY!*

NUSOY in meat loaves improves appearance, quality, flavor and keeping qualities — and because of astonishing gains in yields it actually *costs nothing* to use! NUSOY loaves are different in looks, flavor and selling appeal. NUSOY loaves sell fast and guarantee

profits. Let us demonstrate what NUSOY can do for *you!*

## USE NUSOY!

### NUSOY

Gives astonishing gains in meat loaf yields.

### WRITE

for generous test sample FREE.

NUSOY performs a vital service for the packing industry. It assures profits from meat loaves; is equally good for all sausage varieties where cereal is permitted.

NUSOY and the \$500,000 organization behind it are definitely here to stay. Dun and Bradstreet will testify to our stability.

American Soya Products Corp.

Evansville,  
Ind., U. S. A.



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# **SPEED UP** *Production*

## *With the* **patented CASING APPLIER**

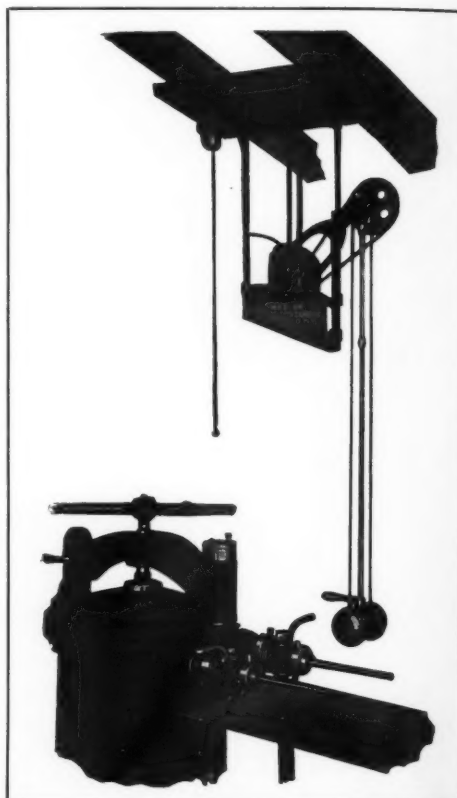
**I**T MAKES the most tedious job at the stuffing bench a simple, fast, time-saving operation.

Draws the casing on the stuffer tube 50% to 60% faster than by hand, without tearing the casings or tiring the operator.

### HERE ARE JUST A FEW OF THE WELL-KNOWN USERS OF THIS DEVICE:

ARMOUR AND COMPANY.....Chicago, Ill.  
ARMOUR AND COMPANY.....Milwaukee, Wis.  
ARBOGAST & BASTIAN CO.....Allentown, Pa.  
ALBANY PACKING CO.....W. Albany, N. Y.  
BESTE PROVISION CO.....Seattle, Wash.  
BOSTON SAUSAGE CO.....Boston, Mass.  
C. A. DURR PACKING CO.....Utica, N. Y.  
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E. KAHN'S SONS CO.....Cincinnati, Ohio  
KOHRS PACKING CO.....Davenport, Ia.  
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MILWAUKEE SAUSAGE CO.....Seattle, Wash.  
PORTLAND PROVISION CO.....Portland, Ore.  
ROCHESTER PACKING CO.....Rochester, N. Y.  
RATH PACKING CO.....Waterloo, Ia.  
FRED USINGER.....Milwaukee, Wis.

*Write for complete details  
and price*



## **JOHN E. SMITH'S SONS CO.**

**BUFFALO, N. Y., U. S. A.**

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment



Chicago Office: 4201 S. Halsted St., Phone Boulevard 9020  
Western Office: 1316 E. Slauson Ave., Los Angeles, California  
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THE

# Only **VISKINGS**



*afford all these advantages*

**AND ENABLE YOU TO MAKE A**

**TASTIER "CANADIAN BACON"**



Like coffee packed in glass jars to retain that fine rich flavor, Canadian Bacon in Viskings also retains its delicious smoked cured flavor and appetizing color, from your sausage kitchen to the ultimate consumer.

Affording perfect protection without special care in handling.

Assuring a modern, fresh, juicy, uniform package always in keeping with modern merchandising ideals.

Your product may have the best of merit, yet, if not in Viskings, your brand name is not properly exposed to the consumer at point of sale and you cannot hope to establish consumer preference.

Add to this the fact that your product must compete with dozens of others for the attention of the dealer's prospective customer and you will appreciate the vital need for strong product identification made possible only by Viskings. No expensive equipment necessary.

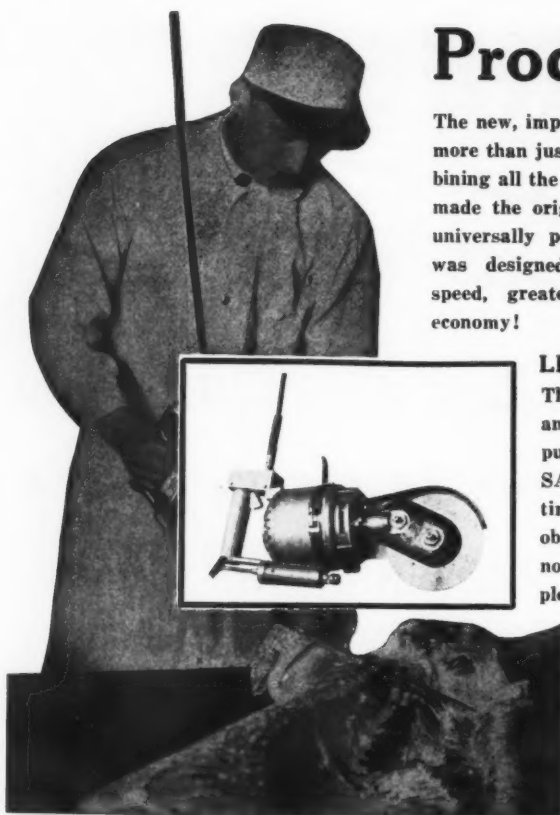
Write for complete details—there is no obligation.



**THE VISKING CORPORATION**  
6733 WEST 65th STREET CHICAGO, ILLINOIS

Canadian Representatives: C. A. Pemberton & Co., 159 Church St., Toronto, Ontario—Representatives for Great Britain: John Crampton & Co., Ltd., 21 Princess St., Cornbrook, Manchester, S.W., England.

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Subscription Price: United States, \$3.00; Canada, \$6.50, including duty. All foreign countries in Postal Union, \$5.00.



## Produces Perfect Cuts!

The new, improved B & D HAM SAW is more than just another new model. Combining all the advantageous features that made the original B & D Ham Saw so universally popular, this improved saw was designed specifically for greater speed, greater efficiency and greater economy!

### LIBERAL TRADE-IN

The liberal trade-in allowance being offered on the purchase of new B & D HAM SAWS makes this the ideal time to replace your worn, obsolete saws easily and economically. Write for complete details!

- 1 Gears totally enclosed. Bone dust or fat can't get in.
- 2 Gears revolve in grease which is applied with grease gun.
- 3 Longer wearing gears, and larger. Uses  $\frac{3}{4}$ " instead of  $\frac{1}{2}$ " balls.
- 4 Larger motor bearings bring longer wear to heads and bearings.
- 5 Larger motor shafts of highest grade nickel steel.
- 6 Stronger, huskier motor.
- 7 Head removable without dismantling.
- 8 Ball race protected by one-piece nut.
- 9 New longer wearing, positive trigger switch. Can't be accidentally turned on or off.
- 10 Switch block and handle can be demounted easily without cutting wires.

*Sole Distributors*

## Best & Donovan

332 S. Michigan Ave., Chicago, Ill.

**ATTENTION**

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**AND THE SALE IS MADE**

A THOUSAND AND ONE products are competing for the shopper's attention when she glances about a store. The moment her eyes rest upon a SELF LOCKING Carton of eggs—she instantly has registered upon her mind a picture of quality; she sees two rows of large, uniform-sized eggs that seem to say "We are the finest, buy us."

Free samples gladly sent upon request.

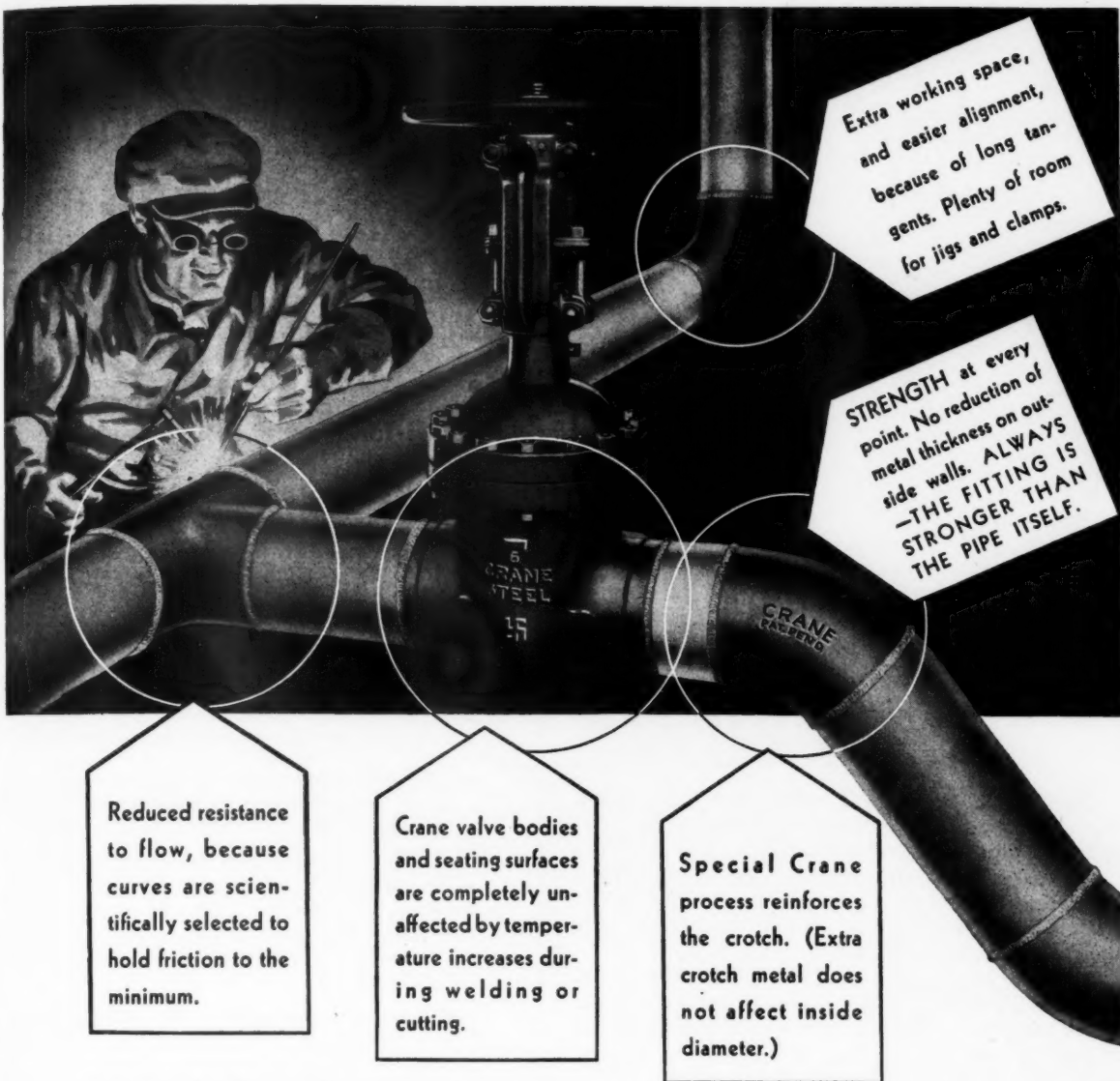
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**SELF-LOCKING**  
**SEGG CUSHION CARTONS**  
**SELF-LOCKING CARTON CO.**  
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## Welded piping has outgrown its pioneer days



Today a welded line can be built with exactly the same assurance as screwed or flanged lines . . . because Crane welding valves and fittings give uniform known dependability at every point of the job.

Every crotch of elbows and return bends is reinforced; there is no reduction of metal at the outside of curves; yet inside diameters are absolutely uniform. Bends are accurate and every end is precisely machined; they align perfectly without strain—and quickly. Scientifically designed curves cut flow resistance. No other line of welding fittings matches *all* of the advantages offered by Crane.

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CRANE CO., GENERAL OFFICES:  
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Branches and Sales Offices in One Hundred and Sixty Cities

VALVES, FITTINGS, FABRICATED PIPE, PUMPS, HEATING AND PLUMBING MATERIAL

Week ending March 3, 1934

Page 5

*Fewer* **WELDS**  
*Lower* **COSTS**



**CREFLEX  
WELDING  
FITTINGS**

CREFLEX WELDING FITTINGS have a number of distinctive advantages not possessed by other types of pipe fittings for welding.

For example, in the photograph above, 22 circumferential welds were eliminated by using CREFLEX WELDING FITTINGS with long tangents. **RESULTS**—lower installation costs.

Also longer tangents on CREFLEX WELDING FITTINGS removed all necessary welds far from zones of high stress and provided a higher factor of safety in the welds. **RESULTS**—stronger, safer pipe lines.

In four lines can be seen two or more CREFLEX WELDING FITTINGS incorporated in a single continuous length of pipe in more than one plane. No other type of welding fitting offers this feature. **RESULT**—greater ease and speed in lining up preparatory to welding.

Learn all the advantages of CREFLEX WELDING FITTINGS. Full information is contained in Bulletin W-101. Write for it today.

## **PITTSBURGH PIPING & EQUIPMENT CO.**

43rd ST. & A. V. R. R. PITTSBURGH, PA.

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NEW YORK  
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CLEVELAND  
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**For Fine Color  
and High Quality**

**USE  
CHARKETS**

REG. TRADE MARK

**THE IDEAL SMOKEHOUSE FUEL  
TO PROVIDE  
SMOKEHOUSE HEAT**

Don't tolerate grayish or dark colored smoked meats! CHARKETS, The Ideal Smokehouse Fuel, insure the production of *brilliantly colored* smoked meats. Any color variation, from bright cherry red to rich golden brown, can be produced and repeated under perfect control.

And the color lasts! Meats smoked with CHARKETS show no change in color, even when stored for as long as two weeks under conditions that cause other meats to fade and lose practically all color!

Appearance and quality are greatly improved. The intense dry heat of CHARKETS permits much higher smokehouse temperatures, with consequent elimination of dripping and streaking of meats. CHARKETS produce no soot or sparks, leave no waste—hence meats are always clean, bright and attractive.

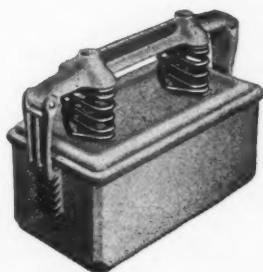
In addition, CHARKETS offer a definite, substantial decrease in smokehouse operating costs. A test in your own smokehouse will tell the story completely and decisively. Write for details of our FREE test offer!

**TENNESSEE EASTMAN  
CORPORATION**

KINGSPORT

TENNESSEE

# HAM BOILING PROFITS



## Adelmann Ham Boilers

Exclusive yielding springs permit expansion during cooking; self-sealing cover retains juices in the container, reducing shrinkage; elliptical springs prevent cover tilting and maintain firm, even pressure.

ADELMANN Ham Boilers — "The Kind Your Ham Makers Prefer" — are made of Nirosa Metal, Monel Metal, Cast Aluminum and Tinned Steel, in a variety of sizes and shapes.

Complete ADELMANN line includes Ham Boiler Washers, Ham Washers, Luxury Loaf Containers, Meat Loaf Pans, Prest-Rite Moulds, Tongue Loaf Pans, Corned Beef Cookers, etc., all listed in new catalog, complete with liberal trade-in schedules. Write for details!

*depend on equipment!*

**PREPARE NOW** to cash in on this profitable market. Equip your plant with superior ham boiling equipment.

## Adelmann Washer

Efficient, thorough, economical and *cost cutting!* Three brushes revolving in cleaning solution thorough-



ly clean ham boilers and other meat containers, removing all residue, burnt fat and brine. Restores neglected boilers, lengthens life of retainers, helps maintain quality, lowers labor costs. Write for free trial offer and list of satisfied users.

**BUY**

**ADELMANN!**

## Adelmann Foot Press

Automatically applies correct pressure to retainers to assure perfect, solid product. Quick, simple, sturdy, accurate. Speeds production! Write for details!



# HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

Chicago Office: 332 S. Michigan Ave.

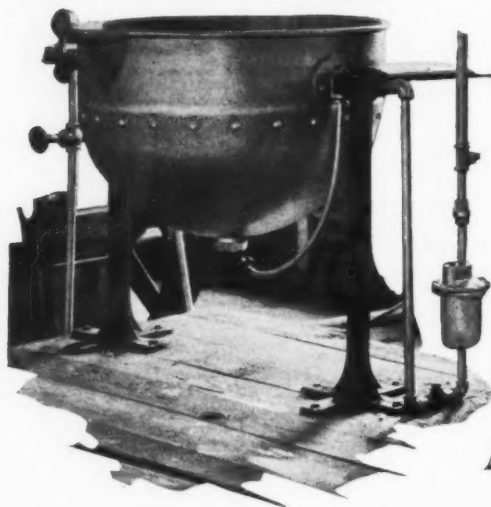
European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: Goold, Shapley & Muir Co., Ltd., Brantford, Ont.



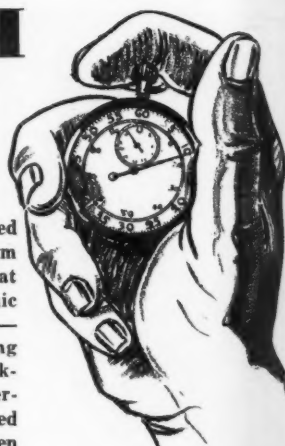
# The STOP WATCH

proves the increased cooking speed of a jacketed kettle drained by this

## ARMSTRONG STEAM TRAP



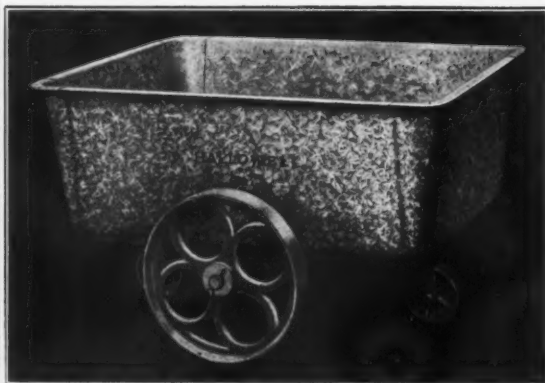
ACTUAL tests on various sized kettles and at various steam pressures prove beyond question that an Armstrong trap with its thermic air vent not only saves steam but—contrary to common opinion regarding steam traps—does increase the cooking speed. For example, the temperature of 50 gal. of water was raised from 43° to 212° F. in 7.4 min. when the steam was free to blow through a 3/8 in. orifice, while the same increase in temperature occurred in 6.45 min. when the kettle was drained by a No. 213 Armstrong trap.



This cooking speed is important in many processes. And it is obtainable at no cost—in fact, the steam saving will pay for such a trap in a surprisingly short time. It's easy to hook up an Armstrong trap to any kettle. We'll gladly send one free for 90 days' trial. Test it under your own conditions. See for yourself the advantages of adequate condensate drainage through the Armstrong inverted bucket trap.

**Armstrong Machine Works**  
818 Maple Street, Three Rivers, Michigan

### Small, But So Useful



PAT. APPLIED FOR

#### "Hallowell" Sausage-Meat Truck

The small "HALLOWELL" is very popular because, in addition to Sausage-meat, it can be used for a great many other purposes.

With corners rounded, joints welded, a strong, smooth flange around the top, the whole heavily galvanized—the "HALLOWELL" is both sturdy, suitable and sanitary.

The "HALLOWELL" Line Is Fully Described in Packing Plant Equipment Bulletin 449

**STANDARD PRESSED STEEL CO.**

BRANCHES  
BOSTON  
CHICAGO  
DETROIT

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BOX 550

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### Save Operating Expense! Reduce Fat Content of Cracklings!

No heavy, hot cakes or plates to be handled when you use the

VELVET DRIVE  
**Automatic**  
HYDRAULIC PRESS

Bulletin 626 gives full particulars. Ask for it.

**J. W. HUBBARD CO.**

Manufacturers of a complete line of packing house machinery and equipment  
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When You Think of Equipment, Think of Hubbard



### The New FRENCH COOKER

Interests You Because  
IT OUTLASTS OTHER TYPES  
REDUCES ODORS  
COOKS QUICKLY,  
EFFICIENTLY  
OPERATES MORE EASILY  
IS STURDILY BUILT

We invite your inquiries

The French Oil Mill  
Machinery Company

Piqua

Ohio





\*The nationally advertised Key-mark of wrapper protection.



Figures by TONY SARG

## SHIELDING FOODS *from destructive Light*

Shielding from light is only *one* of the many virtues of Patapar which have made it the favorite wrapping material among food producers. It's also insoluble and grease-proof . . . prevents moisture and grease from getting *in* or *out*. And so pure that the very finest foods are entrusted to its care.

[ TONY SARG, famed creator of Marionette shows, is staging the story of Patapar protection for the American public this year in a fascinating series of tableaux. Watch for them in the great national publications. ]

# Patapar

THE POPULAR NAME FOR PATERSON VEGETABLE PARCHMENT

Every firm using printed Patapar wrappers may arrange to benefit from this program by including the \*Keymark on its printed sheets. The Keymark comes in 2 sizes,  $\frac{3}{4}$ " and 1" high. There is no extra charge for this service. Paterson Parchment Paper Company, Bristol, Pennsylvania. Branch Sales Offices: New York, Chicago, San Francisco. Pacific Coast customers are served directly from our complete plant at San Francisco.

## Paterson Vegetable Parchment

Insoluble and Grease-proof . . . Keeps its full strength when wet



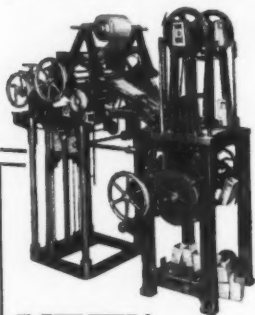
## Practice **SOUND ECONOMY** by using *C. D. Angle-Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades*

Many have asked us how we have been able to constantly increase our sales, in spite of current business conditions. The answer is simple—**SOUND ECONOMY** is no longer something men talk about. It is something that all the large packers and thousands of sausage manufacturers have learned through **PRACTICE**; namely, that it is **SOUND ECONOMY** to use the C. D. Angle Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades. Do not delay. Send today for price list information.



**THE SPECIALTY MANUFACTURERS SALES CO.**  
2021 Grace Street Chas. W. Dieckmann, Phone: LAReview 4325 Chicago, Illinois

## YOU CAN'T AFFORD to **POSTPONE PROFITS!**



**NEW!**

**PETERS Automatic  
CARTON and LINER  
FEEDING DEVICE**  
makes *ANY STANDARD*  
PETERS Packager entirely  
automatic. Cuts costs—  
*pays for itself.* **WRITE!**

PETERS Packaging Machines will give you the profits you need—through reduced labor costs and higher efficiency. Start with the inexpensive PETERS JUNIOR models and build a complete automatic packaging unit, while *savings pay the costs.* PETERS Machines are now used by many prominent packers. (Names on request.)

*Write for details!*

**PETERS MACHINERY CO.**  
4700 RAVENSWOOD AVE. CHICAGO, ILL.

"SEASLIC" is a name long and favorably known as

*The "Original Liquid  
Sausage Seasoning"*

**SEASLIC, INC.**

1425 W. 37th St.

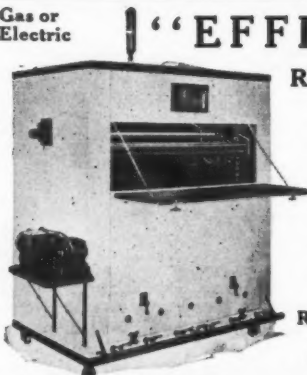
Chicago, Ill.

*The Ideal Flavoury Spice*



**The GRIFFITH LABORATORIES**  
1415 West 37th Street Chicago, Illinois

Gas or  
Electric



## ! "EFFICIENCY" REVOLVING OVEN

Set up and ready to help produce superior product that brings profits—the "Efficiency" Revolving Oven requires practically no installation. Many exclusive features for low cost production of quality baked meats. Write for folder!

**R. T. RANDALL & CO.**  
Equipment for Sausagemakers  
331 N. 2nd St., Philadelphia

## For Quality Meat Products

**KUTMIXER**

*Write for  
circular*

**THE HOTTMANN  
MACHINE CO.**  
3325 ALLEN STREET



PHILADELPHIA, PA.

# Design for Selling

BY  
SUTHERLAND



**T**HE past few years have proven without a doubt the importance of modern merchandising methods. Take the case of Peter Eckrich and Sons, Inc., whose display cartons are illustrated. They were able to increase their volume of sales and expand their plant facilities during the tough years by taking full advantage of modern selling devices.

First they assured themselves that their products were right. Then they picked a selling design that suggests appetizing goodness and takes full advantage of daily store traffic. Dealers were glad to furnish counter space when they saw how fast the items moved.

There is nothing miraculous about this record. It was just a matter of appreciating the trend of the times and capitalizing on it to the fullest extent. We have worked with many packers, large and small, to give their products greater selling appeal and "family" identification.

If you are interested in developing a modern design for selling your products, write our Creative Department. Our merchandising artists will tackle your problem with enthusiasm.

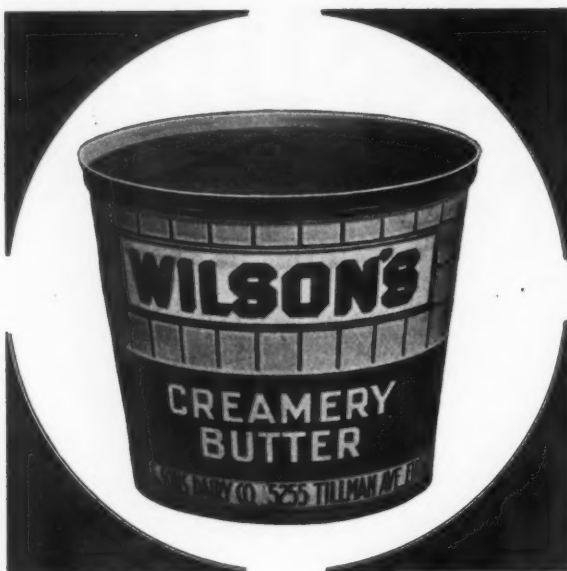
New York Office, 51 East Forty-Second Street.  
Chicago Office, Chicago Motor Building, Room 1205

## SUTHERLAND PAPER CO.

KALAMAZOO, MICHIGAN

Week ending March 3, 1934

Page 11



## A REAL ACHIEVEMENT a grease-resisting paper package . . .

• Here is a package whose grease-resisting qualities are remarkable. Highly repellent to greases and oils, this package is ideal for such products as sausage meat, chili con carne, shortenings, and other meat products of a greasy character.

• Inspect this outstanding package. Put it to every test you know. We'll leave the decision to you.

- Tell us to send samples and suggestions by return mail •

# KLEEN KUP

*The Package That  
Sells Its Contents*

**Mono Service Co.**  
NEWARK NEW JERSEY

The Man Who Knows



The Man You Know

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings and Special NEVERFAIL Curing Compound.

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

## THE FAVORITE SEASONING OF MEAT PACKERS EVERYWHERE

The popularity of a product indicates its worth.

H. J. Mayer Special Sausage Seasonings number among their users prominent packers everywhere — packers famous for the product they turn out, critical of the ingredients they use, proud of the sales they consistently maintain.

Use H. J. Mayer Special Sausage Seasonings and join the ranks of profit-wise producers. Samples and prices submitted.

**H. J. MAYER SPECIAL SAUSAGE SEASONINGS**

Join the LYONE Parade and make the Finest Sausage ever made with H. J. MAYER NEW DEAL LYONE SEASONING

**H. J. MAYER & SONS CO.**

6819-27 S. Ashland Ave., Chicago, Ill.

Canadian Office: Windsor, Ont.



## TRADEMARK


*your*

## EASTER HAMS

*with*

## QUALITY-CONTROLLED STOCKINETTES

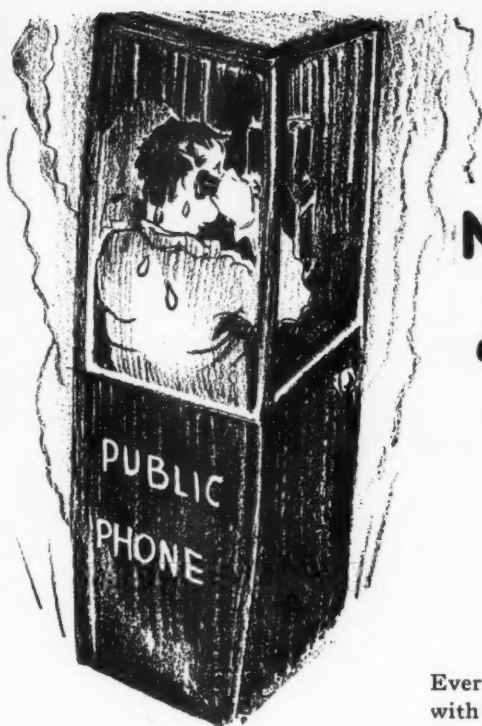
Participate in the Profits of an  
Individual Product by writing

*fred l. bahm*   
State 1637  
222 West Adams St., Chicago, Ill.  
Selling Agent

**THE ADLER COMPANY**  
CINCINNATI

*The World's Largest Knitters of Stockinette Fabrics*





**NO VENTILATION!**

*and is he Soggy!*

Ever get in a stuffy telephone booth on a hot day, with the door closed and no ventilation whatever? Whew! What an experience.

But it isn't only in telephone booths that ventilation is imperative. We see the need for it everywhere. Even fresh pork must have it, or the meat "sweats," becomes soggy and unappetizing, loses its place as "first quality" fresh pork.

Air must reach fresh pork through the paper in which it is wrapped, and that means that the paper pores must be open. In H. P. S. White Oiled Loin Paper, the pores permit this necessary gentle circulation of air, yet each pore is screened with a protective fibre mesh which seals out all impurities.

H. P. S. White Oiled Loin Paper fully protects the quality of fresh pork cuts. It permits the meat to retain its appetizing appearance, and the snowy whiteness of the sheet accentuates the meat's freshness.

*Write for sample sheets to use in making tests in your own plant.*



**H. P. SMITH PAPER COMPANY**

***H. P. S. Waxed and Oiled Packers Papers***

1130 West 37th St.



Chicago, Ill.

# Quality Counts!

Dependable Selection  
Uniform Quality  
Prompt Service

***Armour's***  
BEEF - HOG - SHEEP  
**CASINGS**

*Always the Best*

ARMOUR AND COMPANY

CHICAGO

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 90. No. 9

MARCH 3, 1934

Chicago and New York

## Much Fuel Loss in the Meat Plant Is Due to Improper Combustion

*Three Ways in Which the Packer Can Save Money on His Coal Bill if He Will Check His Boiler Operation*

By M. J. HESS

**T**HE power department of his business offers the packer great possibilities for savings. This is now quite generally admitted.

Surveys made by THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE have shown that few meat plants get the greatest amount of efficiency out of the power house.

In some cases waste and loss in the power department are the direct result of inadequate or out-of-date equipment. In others—particularly the smaller plants—inefficiency in steam generation must be credited to improper operating methods.

This latter situation is too often due to lack of executive interest in the power department, and the absence of proper direction and control.

### Depends on Plant Conditions

Many meat plants will be unable to make the greatest saving in their power

departments until they have installed modern equipment, such as high-pressure boilers and bleed-off turbines. Others need only to replace part of the equipment in their power departments. In still other plants volume of business done, or other conditions, never will justify an expenditure for the most modern steam and power generating equipment.

The policy in regard to equipment purchases and installation, therefore, must be governed by the conditions which are found to exist in each case.

But in no plant—regardless of the volume of business done or the kind and condition of equipment in use—can the best results be secured at the most reasonable expense if good operating practices are ignored.

The interest shown at present in savings to be made in the meat plant power department will lead sooner or later to much boiler and engine room re-



ARE YOU WATCHING THESE LOSSES?

habilitation. Some plants already are engaged in this work. In others, for one reason or another, power plant improvements are being held up.

But regardless of his power plant rehabilitation plans, each packer will do the wise thing to begin a study of the power end of his business, with the idea of getting from it the most he possibly can.

Many packers who undertake this study will be surprised at the results to be obtained. But perhaps of equal importance is the fact that by taking more interest in his power department the packer will encourage greater interest on the part of the power plant force. This can't fail to show results on the cost sheets.

#### Losses from Poor Combustion.

Improper combustion is one of the greatest sources of loss in the boiler room. Combustion control is not such a difficult subject, once the fundamentals are understood, in spite of the fact that such control is often neglected or left to employees.

And possibly the operating force is not entirely to blame if best results are not secured from the fuel purchased. In many cases the situation in the boiler room is merely a reflection of the

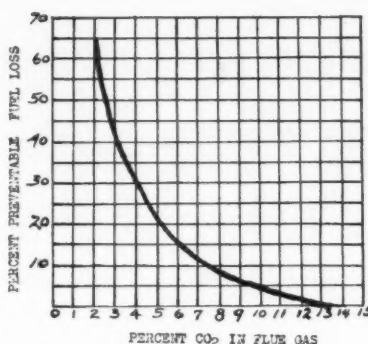


FIG. 2—HOW FUEL LOSSES MOUNT.

This chart shows the preventable fuel losses for each 5 per cent of CO<sub>2</sub> in the flue gas. Ideal conditions are obtained when the CO<sub>2</sub> content reaches 14 per cent. Ten to 12 per cent of CO<sub>2</sub> is commonly obtained in well-operated boiler rooms.

attitude of mind of the front office toward the department.

Combustion control, such as can be applied in the average meat plant, consists mainly in the control of certain known losses which occur during the process of burning fuel and generating steam.

No attempts, as a rule, are made to regulate all the losses. But if strict attention is paid to the three largest controllable losses the others will be so small by comparison that, for practical

purposes, they may be neglected. Fortunately, science has given us instruments which are rugged and dependable, and which can be used by the operator to control these losses, and by management to check on the operator's results.

#### Measuring One Kind of Loss.

In most cases an analysis of boiler room losses will reveal the largest to be that due to admission of excess air to the boiler.

Combustion is a chemical process consisting of a union of carbon from coal and oxygen from air, and it has been the job of the furnace designer to assure as complete a union as possible between these two elements.

This is accomplished by introducing air through the fuel bed in abundant quantities, and assuring plenty of furnace volume in which the elements can mix. This is necessary in order to utilize all of the heat available in the coal. When a maximum mixture is thus obtained we find the formation of a gas known as carbon dioxide.

As more air is admitted than is actually needed to form a maximum mixture, the furnace gases are diluted and cooled down by the excess air, thus directly cutting down the transfer of heat through the boiler tubes and reducing the production of steam.

#### Save 10 to 20 Per Cent on Coal Bill.

The exact condition realized in any combustion process can be accurately determined by the use of any of the reliable CO<sub>2</sub> recorders on the market. Intelligent and diligent use of such a recorder, with constant attention to the factors influencing conditions, such as draft regulation, thickness and character of the fuel bed and condition of the baffles and brickwork, as to air tightness, will often result in savings of from 10 to 20 per cent of the coal bill.

Certainly such a chance for saving should not be overlooked.

The use of an automatic CO<sub>2</sub> recorder, which produces a chart such as shown in the accompanying illustration (Figure 1), is a wonderful help in maintaining the best operating conditions. Designed primarily as a guide for the operator, it also furnishes a continuous check on boiler conditions.

A second condition, which should be watched constantly, is the temperature of the gases going up the stack.

#### Watch Temperatures of Stack Gases.

This can be done by maintaining a thermometer in the last boiler pass or in the breeching. Either an indicating or a recording thermometer may be used. The latter is to be preferred.

(Continued on page 25.)

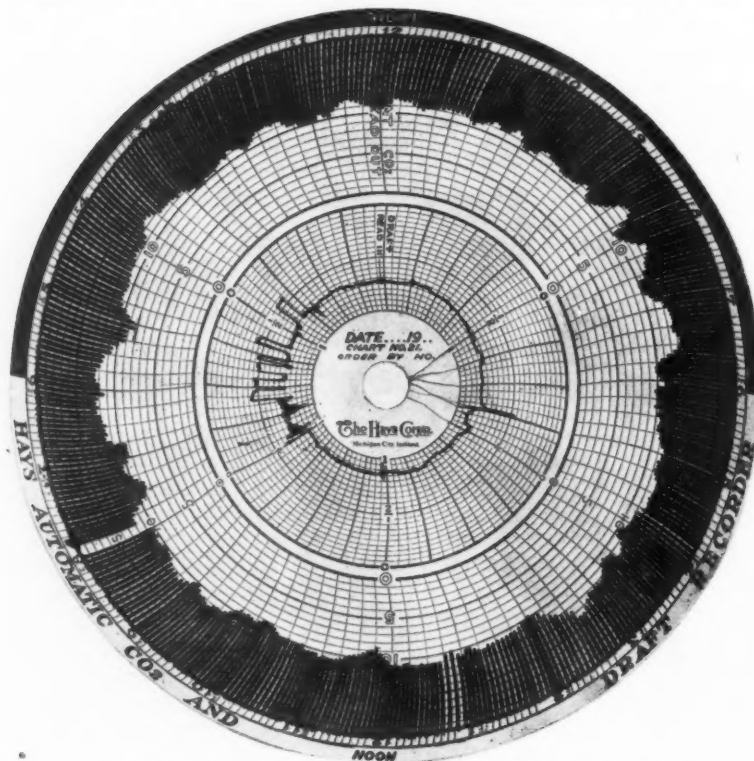


FIG. 1—KEEPING A RECORD OF FUEL LOSSES.

Percentage of carbon dioxide in the flue gas is a reliable indicator of the percentage of preventable fuel loss. CO<sub>2</sub> usually is measured with an automatic flue gas analyzer, and the percentage recorded on a chart in the manner shown here. These charts are invaluable in maintaining the best furnace operating conditions.

Preventable fuel losses for various percentages of CO<sub>2</sub> are shown in Fig. 2.



# Lard from Sweet Pickle Fats--Improving Its Color, Odor and Flavor

*Here is a suggestion from an expert for improving the uniformity in lard and thus solving a troublesome plant processing problem*

By JOHN P. HARRIS

**PICKLE FATS** always have been a problem for lard renderers.

But they are produced in considerable quantities in many plants, and cannot be wasted. And until a better way of utilizing them is found, it is probable they will continue to be sent to the lard tank.

Today, however, thanks to modern scientific developments, production of lard of better flavor, color and odor from pickle fats is not the problem it once was.

Tests on twelve 10,000-lb. batches of sweet pickle fats rendered in the usual manner in one of the larger meat plants gave the following average results: Yellow, 16.5; red, 5.1; free fatty acid, 1.45 per cent.

## Tests Show What Can Be Done.

Changes in methods—which increased rendering cost only 1.5c per 100 lbs. of fat rendered—materially improved flavor and odor, and reduced yellow to an average of 7, red to 1.31 and free fatty acid to 1.41 per cent.

This color is quite satisfactory, although it is possible to improve it still further. A lard with these properties is much more usable than one with the qualities usually resulting from the rendering of S. P. fats.

Details of these tests are given further along in this article.

Sweet pickle and dry salt fats are in cure for 30 to 120 days. They are also often held in the freezer before and after trimming for a much longer time.

## Causes of Free Fatty Acid.

Every day during this holding period, even though low temperatures are used, there is some hydrolysis—splitting of the fat. This results in progressive increase in the free fatty acid content of the fat.

In fact, the free fatty acid content of any tank of rendered S. P. and D. S. fat may confidently be predicted on the age of the trimmings.

Free fatty acid content of lard may also be affected by method and temperature of storage and subsequent handling, and by method of rendering.

With the same rendering equipment, one packer will consistently produce better lard than another, due to more careful, uniform and sanitary fat handling and a better understanding and application of the basic principles which underlie the freeing of fats from tissue, bone, etc.

## Methods of Handling S. P. Fats.

There are numerous methods of handling sweet pickle and dry salt fats in rendering, depending on size of plant and particular conditions of lard production and merchandising.

In many plants production of lard from pickle fats is not large enough to justify accumulating and rendering

them separately. In these cases they are mixed with regular killing and cutting fats. In other plants they are rendered, either straight or mixed, by dry rendering or in open kettles. This discussion will deal with only live steam rendering—that is, in closed vessels under pressure.

Since sweet pickle, dry salt and other such trimmings come from cured meats, it is worth while to consider what they contain, other than the fat, tissue, etc., common to all fats that are ordinarily rendered.

In the process of curing there is a reduction of potassium nitrate (salt-peter), to potassium nitrite, (induced bacterially), unless nitrite is used to start with. There is also a radical change in color, physical appearance and flavor of the meats, which when fully cured bear little resemblance to the original cuts. Flavor and color of fatty portions of cuts are also affected.

## Characteristics of S. P. Lard.

So in addition to the sugar, salt and nitrite present, we have to consider also bacterial changes which take place during time the meat is in cure. These vitally affect flavor, odor and color of rendered fats, as does also the decomposition, which occurs through hydrolysis during progress of fats through the curing operation. Free fatty acids alone tend to impart an unpleasant, acrid odor and flavor to rendered fats.

When a steam rendering tank is filled with sweet pickle fats, and live steam applied at say 40 lbs. pressure in the ordinary way for several hours, and the tank is settled and the rendered lard drawn off, the lard is found to possess a reddish brown color. This is difficult to remove by refining methods commonly employed, such as fullers earth bleaching.

## How to Get Better Results.

Such lard possesses a characteristic—strong odor and flavor, unmistakably unpleasant. This flavor is the bane of the lard refiner's existence. He has to get rid of it, so that the production can be put out as a high-class, uniform lard.

Addition of a small percentage of

## Improving Quality of Lard from S. P. Fats

(Tests on 10,000-lb. Runs.)

TABLE 1.—LARD RESULTS WITHOUT ACTIVATED CARBON.

		—Color—		% F. F. A.
		Yellow.	Red.	
1933				
Jan. 31		14.0	4.7	1.75
Feb. 1		15.0	4.4	1.24
3		10.0	2.6	1.80
4		20.0	7.0	1.00
8		18.0	4.5	1.65
10		20.0	4.1	1.22
12		20.0	6.0	1.69
16		10.0	3.5	1.74
18		14.0	3.3	1.57
20		20.0	6.8	1.10
23		20.0	7.8	1.35
25		17.0	6.5	1.28
Total		198.0	61.2	17.39
Average		16.5	5.1	1.45

TABLE 2.—LARD RESULTS USING ACTIVATED CARBON.

		—Color—		% F. F. A.
		Yellow.	Red.	
1933				
March 20		4.0	0.1	1.27
22		4.0	0.5	1.48
24		5.0	1.1	1.47
27		6.0	1.4	1.58
April 5		10.0	1.5	1.76
6		7.0	1.7	1.60
7		10.0	1.8	1.34
8		9.0	1.8	1.42
9		8.0	1.4	0.79
11		5.0	1.0	1.23
13		8.0	2.1	1.48
15		8.0	1.4	1.56
Total		84.0	15.8	16.98
Average		7.0	1.31	1.41

highly absorptive activated carbon of the Nuchar type to tanks of sweet pickle fats prior to rendering makes a very noticeable change in the quality of lard thus obtained, and aids in securing uniformly high quality.

As little as 0.25 per cent of activated carbon to the weight of fats rendered (as high as 0.5 per cent in the case of older fats), produces a lard very greatly improved in color, lacking almost entirely that characteristic reddish-brown color, and resembling regular killing lard in appearance. Also the subsequent bleach ability of the fat is improved, as the residual color is easily removed by ordinary refining methods.

Flavor and odor are also improved by this treatment. The lard loses the strong, unpleasant odor which generally characterizes it, and it approximates more closely a normal killing or cutting lard in these respects.

It is impossible for any activated carbon to produce any neutralizing effect when applied in this manner. Nevertheless, it does tend to reduce free fatty acid content of sweet pickle lard when used in the rendering vessel.

The reason for this is that it tends to arrest decomposition of fats which always occurs in the rendering vessel when regular rendering methods are used.

### Three Beneficial Effects.

There are three beneficial effects from the application of activated carbon to the fats in the rendering kettle. These are:

- 1.—Elimination of reddish-brown color.
- 2.—Elimination of the characteristic, unpleasant sweet pickle odor and flavor.
- 3.—A small reduction of free fatty acids.

When applying activated carbon in the wet rendering tank, it is well to mix it as thoroughly as possible with the fats before starting rendering operations. A good plan is to mix even parts of activated carbon in dry powdered form to be applied to each truck load of fat before it is dumped into the tank.

### No Change in Rendering Methods.

If the operators prefer to parboil fats before rendering, activated carbon may be made up as a slurry in hot lard, and dumped into the rendering tank after the water added in parboiling is drawn off, and just before the tank is headed up and cooking is started.

Adding activated carbon mixed with hot lard is advocated, as this permits the carbon to act more directly and immediately upon the lard as it separates from the tissue.

It is not necessary for operators to vary rendering time or pressure factors when using activated carbon, assuming best methods of production to suit particular conditions have been worked out.

After cooking is completed, pressure released and contents of the tank settled (as long a period of settling as is practical is recommended), the lard is drawn off into the settling cooler. It will be found that the tank water and tankage contain most of the activated carbon. The tankage may have a dark, almost bluish cast. This is not considered objectionable by plant officials.

Health officials in practically every state are familiar with the application of powdered activated carbon of the Nuchar type for taste and odor removal from public water supplies, and they heartily endorse its use. They are, therefore, quite sure to approve its inclusion in tankage which is used for feeding purposes.

### Tests on 12 Runs.

In Tables 1 and 2 are shown typical results on sweet pickle lard production before and after using this type of activated carbon. These tests were made in the laboratory of a progressive meat packer, who saw the possibility of securing more uniform and better quality in his sweet pickle lard. Color and free fatty acids are shown before and after this activated carbon was used.

Results in these tables were obtained from analyses of samples from 10,000 lb. batches of sweet pickle lard rendered consecutively. They represent entire regular run of sweet pickle fats during the last of January and all of February.

Early in March this packer commenced experimenting with this activated carbon. Shortly afterward he adopted it as standard practice in his tank house and has continued to use it as a regular part of his process ever since.

Results reported after the adoption of this activated carbon as a regular part of rendering procedure start with March 20. They represent entire production of sweet pickle lard for balance of March and up to middle of April. The same amounts of lard were produced during the two test periods, and neither period represents anything unusual from a regular production standpoint.

### Color, Odor and Flavor Improved.

Evidence that the sweet pickle fats rendered during the two periods were practically identical is shown in the remarkably close average of the free

fatty acids during the two periods, the average favoring the activated carbon processed lard by only .04 per cent. Actually this indicates that fats rendered without this activated carbon were somewhat fresher and better to start with, as use of this product is known to reduce free fatty acids slightly.

Averaging color results we have, without the activated carbon, 15.5 yellow, 5.1 red (a deep reddish brown color), and a strong pickle fat flavor and odor. Such a fat is unbleachable by any means.

In the fats rendered with activated carbon we find 7 yellow, 1.3 red (a very presentable color) and good odor and flavor. This fat can be further bleached with ease if desired, although the color is quite satisfactory without any further processing.

The difference in color, flavor and odor between the two renderings certainly would have to be observed to be properly appreciated. Very little of the objectionable features which we associate with sweet pickle fats remain after rendering with this activated carbon.

If a further reduction in color were desired, this could be secured by the addition of an increased percentage of this activated carbon. A further reduction in color, flavor and odor could have been secured by using 0.5 per cent activated carbon instead of 0.3 per cent. However 0.3 per cent appeared to be the economical figure, providing the desired color, odor and flavor, together with a low operating cost.

### Cost of the Method.

Cost of this activated carbon treatment on this basis is approximately 1.5c per 100 lbs. of fats rendered. Considering this small cost and the greatly improved condition of the sweet pickle lard, it is difficult to understand why any renderer would fail to use this method on sweet pickle fats.

Where production of pickle fats is too small to permit rendering them separately, and where they are mixed with cutting and killing fats, this activated carbon may be added in somewhat smaller quantities than outlined above.

While the benefits of adding activated carbon are most apparent when used with sweet pickle fats, it is possible that use of such a method on all the grades of fat rendered may follow shortly as a forward step in lard rendering and refining practice.

This is the second of a series of articles on the use of activated carbon in the meat plant. The first, "Reduction in Odors in Refined Lard by Use of Activated Carbon," appeared in THE NATIONAL PROVISIONER of October 14, 1933.

# Packers Are Not Required by Law to Sign Labor Agreement

REPORTS in some of the daily newspapers that representatives of meat packers had recognized a meat cutters' labor union in a meeting at NRA headquarters recently are incorrect.

As a result of this publicity packers have been offered agreements for signature by this and other labor organizations. Packers are not required to sign such agreements.

The question of union recognition was not involved at this meeting. The contention was that a certain packing company had refused to deal collectively with its employees. This contention was denied. It was further stated that the door of the manager's office was always open to employees or their representatives, and that the company is cooperating with the President's recovery program in every way, and expects to continue to do so.

## Not Required to Sign.

Attention of packers is called to the fact that there is nothing in the law or its subsequent interpretations that requires them to sign any formal labor agreement. The Committee on Industrial Relations of the Institute of American Meat Packers quotes section 7 (a) of the National Recovery Act in relation to this matter, as follows:

"(1) That employees shall have the right to organize and bargain collectively through representatives of their own choosing, and shall be free from the interference, restraint, or coercion of employers of labor, or their agents, in the designation of such representatives or in self-organization or in other concerted activities for the purpose of collective bargaining or other mutual aid or protection; (2) that no employee and no one seeking employment shall be required as a condition of employment to join any company union or to refrain from joining, organizing, or assisting a labor organization of his own choosing; and (3) that employers shall comply with the maximum hours of labor, minimum rates of pay, and other conditions of employment, approved or prescribed by the President."

This has been further elaborated upon by various statements made by members of the administration. On August 23, 1933, General Johnson, recovery administrator, said:

"The law requires in codes and agreements that employees shall have the right to organize and bargain collectively through representatives of their own choosing. This can mean only one thing, which is that employees can choose anyone they desire to represent them, or they can choose to represent themselves. Employers likewise can make collective bargains with organized

employees, or individual agreements with those who choose to act individually, provided, of course, that no such collective or individual agreement is in violation of any state or federal law. But neither employers nor employees are required, by law, to agree to any particular contract, whether proposed as an individual or collective agreement."

And, again, on September 4, 1933, General Johnson said:

## Interpretations by NRA Heads.

"But employers are not compelled to agree on any particular scale of wages or conditions of employment merely because they are bargaining with self-chosen representatives of organized workers."

Joint statement by Hugh S. Johnson, Administrator for the National Recovery Administration, and Donald R.

Richberg, General Counsel, February 4, 1934:

"As has been pointed out frequently, the right of collective bargaining is not the right to obtain a specific contract, because a contract must be the result of an agreement, and neither employees nor employers can be compelled to enter into a specific contract."

These interpretations are in line with the understanding to the effect that willingness on the part of packers to meet in conference with representatives of their employees does not require acceding to any demands for changes in present labor code or standards of the industry.

The committee is confident that the industry has complied with the spirit and the letter of the President's appeal of last July to shorten hours and increase employment. Payrolls for wage earners have been increased fully 20 per cent since last August and the number of wage earners employed is approximately 10 per cent above the number that was employed in 1929.

## Meat Plant Labor Conditions Differ from Other Industries

ATTEMPT to adapt packinghouse labor operations to standards of other industries would result in harm not only to the meat industry, but also to producers from whom the industry obtains its supplies of raw materials.

This is made plain in statements on the effects of a six-hour day and a thirty-hour week which were filed in Washington on behalf of the meat packing industry by George M. Foster, chairman of the Special Labor Committee of the Institute of American Meat Packers, and Myrick D. Harding, member of the committee, in connection with hearings held on the Connery bill.

Mr. Foster's statement reads in part as follows:

"No one denies the urgent need of distributing employment as much as possible during the present emergency, and much has been accomplished along this line.

## Effect of Labor Code.

"Since early last August the meat packing industry has been governed in the matter of hours of labor and wages by the President's Re-employment Agreement, with substitutions. At the time this agreement became effective, 86% of those normally attached to the meat packing industry were employed. This figure is probably as high or higher than that of any other large industry.

"Operating under this code has ma-

terially increased employment, decreased average hours per week and increased wages, as the following figures indicate:

	Hourly-Paid Plant Employees.		
	Before Code.	After Code.	Increase.
Number .....	95,985	113,782	18.5%
Average weekly hours of work .....	46.4	39.61	
Average weekly wages .....	\$18.78	\$18.94	

The figure \$18.94 for average weekly wages after code represents the average weekly wages immediately effective after the signing of the code. Subsequent readjustments found necessary have increased these rates about 10%.

## Would Penalize the Producer.

"The difficulty in attempting to handle a fluctuating business with a fixed limit of six hours per day and five days per week is most apparent. To one not acquainted with the industry it might appear possible and easy to flatten out the extremes and produce a more uniform day's work. But such is not the case.

"Consider the matter of livestock receipts. The packer has no control of this, as they depend on weather conditions, the roads, the attitude of the seller towards market trends and other factors.

"The only corrective measure we could attempt would be to bid higher when the offerings are small, and bid lower when the offerings are large, so as to discourage fluctuations. This is



extremely undesirable from the producer's standpoint, as he needs a stable market so that within reasonable limits he will know the day of shipment what his stock will bring when offered for sale the following day.

"Considerations of economical operation do not permit carrying a supply of livestock on hand to insure a reasonably steady day's work. It is too costly on account of shrink, feed, death loss.

"Likewise conditions beyond our control do not permit a more uniform rate of shipments of product. Our whole economic system is adjusted to heavier retail purchases on certain days than others, thus the retailer demands the receipt of his supplies on certain days. To obtain the business the meat packer must be organized to sell up to the last moment, and get the shipments off to make delivery on the day that is demanded by the buyer.

#### Must Meet Daily Fluctuations.

"There is no alternative. The packer must organize his business to accommodate these extreme daily fluctuations.

"The question is, can it be done with a limit of six hours per day and 5 days per week per employee, and if it can be and must be done, what is the price to be paid by the producer and consumer?

"The first thing to consider is, of course, employing more operatives, so that work that has been handled in an average of 40 to 48 hours per week may be handled in not to exceed five days of six hours each. But little can be accomplished along this line, for all machinery and equipment has a definite capacity limit beyond which it cannot be crowded, even with additional operatives. Furthermore, the U. S. Bureau of Animal Industry, through the control over the industry that was granted it by Congress, fixes the limits of speed for certain operations, such as slaughtering, beyond which we may not go.

"The practice of transferring employees from a slack department to a busy one as a means of steadying employment has long been utilized to the utmost practicable limit. Little can be expected from this suggestion.

#### Difficulty of 2-Shift Plan.

"The employing of two shifts, one following the other, is the only alternative available. This is very objectionable from several standpoints, in particular the following:

"(1) When considering the workability of a measure, such as is being proposed, I believe there is a tendency to picture a factory handling non-perishable product where work not done today can be left till tomorrow and where the volume can be planned and controlled to balance sales so that if a 30 hour week is determined upon each employee will average close to this figure.

"However, in meat packing the condition differs entirely, for in addition to the uncontrollability of daily variations in volume, the product is highly perishable and today's work must be done today and cannot be left until tomorrow. Experience has proved that, to take care of this condition, hours of labor must be sufficiently flexible to permit an occasional maximum consid-

erably in excess of the average\* and nearly double the minimum.

"For example, since the code has been effective for our two main plants (Morrell) we have averaged under 40 hours per week per employee, but we have had difficulty in keeping under the maximum limit of 53 hours when livestock runs were at their peak, and recently 27 hours per week have been the best we have been able to do for many of our employees. Therefore, if the maximum is further reduced and a period as short as 30 hours is fixed, employment will range between 15 and 30 hours with an average of between 20 and 25 hours.

"This will work a great hardship on the employee on account of a lower weekly wage, even though the hourly rate be adjusted, as provided in this act, on the assumption that 30 hours will be worked.

"I regard this to be the condition that will prove to be the most objectionable and burdensome.

#### Increase Operating Costs.

"(2) Such an arbitrary reduction will sharply increase costs of operation. There will be an increase in the hourly rate as is provided in the act to adjust wages to the 30 hour per week level and in addition many indirect and hidden costs, such as increased supervision, impaired efficiency, etc., will have to be borne.

"The profits, based on sales, of the six largest packers operating in the United States for the ten years ended November 1, 1932, was only 1.04 per cent. With sales totalling \$21,650,196, 295.00 the net profit was only \$225,948, 397.00 or 1.04 per cent. It is obvious that any increased operating cost must be passed on either by a lower price paid to the farmer for livestock or a higher price charged the consumer.

"To me the conclusion seems inescapable that such arbitrary and ex-

treme limits would surely result in far greater loss to the nation as a whole than any possible benefit could offset. The packing industry is one of the few that is purchasing and paying cash for its normal volume of raw material, and employing and paying cash wages to more than its normal number of employees, and it would be a great mistake to cripple it."

#### Statement by M. D. Harding.

Mr. Harding's statement covered, to some extent, the same ground covered by Mr. Foster. Excerpts from this statement follow:

"In considering the effect of a six-hour day and a five-day week (such as provided by the Connery Bill H. R. 7208) on the packing industry, peculiar and unusual economics surrounding that industry must constantly be borne in mind. The facts regarding the marketing of livestock, meats and meat products, are apparently little known or appreciated by those not closely connected with this unusual industry. It is dependent upon an industry—the livestock producing industry—which knows no hours.

"There are three factors which dominate and control all the operations of the packing business:

First: The daily fluctuations in the receipts of livestock at the central markets;

Second: The highly perishable nature of both the livestock and meat and meat products prepared from it;

Third: The extreme necessity of selling all fresh meats (beef, sheep, calves, fresh pork) while FRESH. This requires getting them into the hands of the retail dealers within a few days after the purchase of the live animals.

#### Experienced Packinghouse Labor.

"The methods now employed by the  
(Continued on page 27.)

## Meat Packing Makes a Record

OUTPUT of the meat packing industry during January, 1934, set a nine-year record, according to the Federal Reserve Bank of Chicago, which made a national survey. Volume of production during the month was 18 per cent higher than in December, 17 per cent over January, 1933, and 6½ per cent in excess of the 1924-1933 average for January. The volume was reported to be the largest of any month in the last nine years.

Pay rolls continued to reflect marked improvement over those of a year earlier, showing a gain of 10 per cent over December in hours worked and of 4½ per cent in wage payments.

"Demand was sufficiently strong to permit a slight firming in the general price level of packing-house commodities," says the report. "Despite the fact that the sales tonnage offered exceeded that of any corresponding period since October, 1924, and was not

only 15 per cent above a year ago but 8 per cent in excess of the 1924-33 January average.

"Moreover, inventories were augmented by less than the usual amount on Feb. 1 over the beginning of January and showed some reduction in the excess over the 1929-33 average for the date, although they exceeded those of a year ago by 329,995,000 pounds.

"In contrast to the expansion in domestic business, the volume of shipments for export fell off in January from December. Demand for American lard continued fair in the United Kingdom, but was light on the continent. Export trade in meats remained on a restricted basis. Prices of United States lard continued above a Chicago parity on the continent, but were still at a discount in the United Kingdom.

"Meats commanded good prices in British markets because of the restriction in quotas. United States holdings of packinghouse commodities in foreign countries (inclusive of stocks in transit) declined on Feb. 1 from the beginning of January."



# The Farm Problem

## Difficulties Encountered in Attempting a Solution

By A. O. BAUMAN.

EDITOR'S NOTE.—This is the fifth of a series of articles by a well-known packinghouse research and agricultural statistician. The first (July 29), emphasized the importance of packinghouse policies; the second (August 26), outlined the significant features of inflation; the third (September 23), illustrated how supplies and consumer purchasing power govern livestock prices; and the fourth (November 11), discussed importance of exports and home trade.

Much controversy has arisen in recent years between agricultural and non-agricultural interests. Unrest increased until farm strikes, such as occurred last fall, became a serious problem.

Much of the legislation which has been passed in the last few years was intended to effect a solution of the farm problem, but at the present time there is no assurance that a way out has been found.

In the following discussion, therefore, it is appropriate to give consideration to the reasons for the difficulties underlying the problem.

The farm problem can best be understood by comparing the per cent gross farm income to total national income since the war with pre-war.

### Farm Income Compared.

The per cent farm income to total national income (see table I) beginning with the year 1921 fluctuated around an average of 14½%, with a maximum of 16.2% in 1922 and a minimum of 13.2% in 1931. But the percentages in the years 1913, 1914 and 1915 were practically fixed at 21%, or 50% greater. That is, the per cent income to total national income in recent years as compared with pre-war has been reduced by about one-third.

For ten years beginning 1921, the ratio of gross farm income to total na-

tional income was approximately \$1.00 to \$7.00, as compared with a more favorable ratio of \$1.00 to \$5.00 for 1913-14, which means that the relative purchasing power of gross farm income since 1921 has been only about 60% of pre-war parity. A ratio of \$1.00 to \$6.00, or one-sixth of the total national income, as for the year 1933, would seem more nearly normal, as pre-war purchasing power was the highest since the Civil War.

### Farm vs. Industrial Activity.

This disparity is also reflected in the index of prices at farm, which for 1932, stood at 57% of 1913. That this price index is practically the same as that of gross farm income per capita indicates that the physical volume of total farm production per capita in 1932 was about the same as in 1913-14, and in 1933, somewhat greater.

Moreover, that retail prices of what the farmer buys in recent years have been higher than before the war may be

attributed to decreased production of non-agricultural products as compared with agricultural products, about two-thirds of normal for the former as compared with approximately normal for the latter.

High production costs (low investment turn-over) of non-agricultural industry following from the rigidity of high industrial wages as compared with farm wages and costs, because of fixed indebtedness (in the form of corporate and governmental bonds, and high taxes), have discouraged industrial activity.

That agricultural industry has been unable to exact the same per-unit prices as non-agricultural industry, therefore, may be attributed to relatively greater production as compared with that of non-agricultural industry, and to its remote position with respect to prior claims, beginning with the retailer selling farm products to the consumer.

Such inflexible charges as compared with pre-war as higher taxes, rents, retail wages, transportation rates, etc., constitute a fixed charge upon the retail dollar, so that the fraction of the dollar remaining constitutes a percentage considerably smaller than formerly.

Briefly stated, the farm problem resolves itself into one of restoring purchasing power approaching a pre-war basis.

### Food Price Fluctuations.

The stepping up of prices as products pass from farm to final consumer is reflected in the index of food prices for 1932, of 102% at retail and 95% at wholesale, this relationship standing practically unchanged for the year 1933 (1913 equals 100%).

It is significant that retail food prices for 1933 averaged exactly the same as for 1913, 100%, or even 11% lower than the index of retail price of farm purchase, which stood at 111%, and in contrast to much lower prices at farm, which index of 63% was 37% lower than the index of retail food prices. See price indexes under Table II.

Pre-war parity purchasing power to

## Points to Remember

1. Per cent gross farm income to total national income in recent years as compared with pre-war has been reduced by about one-third.
2. The farm problem resolves itself into one of restoring purchasing power approaching pre-war basis.
3. Retail food prices in comparison with pre-war until recently have been about as high as retail prices of what the farmer buys, in contrast to 50% lower prices for what the farmer sells.
4. Increases in prices cannot be established without improving general buying power, if at the same time accumulation of product in storage plants or on farms is to be avoided.
5. In attempting to reapportion the retail dollar spent for farm products, one must reckon with the accumulation and/or pyramiding of fixed charges due to high taxes, high rents, high retail wages, high transportation rates, insurance, etc.
6. The farming industry is burdened not alone directly with inflated farm mortgages, but also indirectly with the inflated indebtedness of so many other industries as reflected in high farm buying prices.

## FARM INCOME COMPARED TO NATIONAL INCOME.—FARM AND FOOD PRICES.

TABLE I—PER CAPITA INCOME.

	Farm Income		All Other Income		Total Nat'l. Income		% Farm to Total Nat'l. Income.
	Doll.	Index.	Doll.	Index.	Doll.	Index.	
1913.....	\$ 72	100%	\$271	100%	\$344	100%	21.0%
1914.....	72	100	267	99	339	99	21.2
1915.....	74	103	273	101	347	101	21.4
1916.....	90	125	315	116	405	118	22.2
1917.....	126	176	342	126	468	136	26.8
1918.....	148	205	366	146	514	158	26.9
1919.....	161	224	424	156	585	170	27.5
1920.....	126	175	518	191	644	188	19.7
1921.....	82	114	463	171	545	158	15.1
1922.....	99	137	469	173	569	163	16.2
1923.....	99	137	520	192	619	180	16.0
1924.....	100	138	539	196	639	183	15.8
1925.....	104	144	555	205	659	192	15.7
1926.....	98	136	576	213	674	196	14.4
1927.....	98	136	587	217	685	199	14.3
1928.....	98	136	591	218	689	200	14.2
1929.....	98	136	604	223	702	204	14.0
1930.....	76	106	500	185	576	167	13.3
1931.....	56	78	369	136	425	124	13.2
1932.....	42	58	255	94	297	86	14.1
1933.....	50	69	264(Est.)	97	314(Est.)	91	16.0

Sources: National Bureau of Economics Research, U. S. Department of Commerce and U. S. Department of Agriculture.

TABLE II—PRICE INDEXES.

Prices at Farm.	Wholesale		Retail		Food Prices	
	Prices.	Purchase.	Prices.	Purchase.	Whole.	Retail.
100%	100%	100%	100%	100%	100%	100%
102	100	101	101	101	101	102
100	100	106	106	102	102	101
117	118	123	118	118	118	114
176	180	150	163	163	163	146
200	207	178	185	168	185	168
209	220	205	202	188	202	188
205	211	206	214	208	214	208
116	124	156	141	153	141	153
124	131	152	136	142	136	142
135	138	153	144	146	144	146
154	140	154	142	146	142	146
147	154	159	158	157	158	157
136	140	156	156	161	156	161
131	139	154	151	155	151	155
139	148	158	157	154	157	154
138	147	155	156	157	156	157
117	123	146	141	147	141	147
80	91	126	116	121	116	121
57	67	100	95	102	95	102
63	72	111	94	100	94	100

the farmer *theoretically* may be restored in several ways:

(1) Arbitrarily to add to retail selling prices of farm products;

(2), to reapportion the retail farm product dollar by scaling down taxes, transportation rates, rents, salaries, and wages, etc., so that the producer will realize a percentage of the retail farm product dollar approaching 1913-14 levels; and

(3), to reduce retail prices of what the farmer buys by downward adjustments of tariffs on non-agricultural products.

Briefly stated, the solution of the problem must be either by the method of addition to the consumer retail dollar, or by the method of redistribution of such dollar.

#### Problem of Purchasing Power.

The first method, which would increase retail selling prices of farm products must reckon with the problem of purchasing power. So far as currently low purchasing power is due to generally disturbed business conditions involving all industries, it is *inconceivable* that, say, a 40 or 50% increase in prices can be established and the movement of food products into consumption maintained without backing up such products into storage plants or on farms.

The problem becomes not so much one of prices as of dollar volume income to agriculture. Even though backing up of products makes possible the realization of higher prices, the dollar volume continuing low for reduced quantities sold because of low purchasing power remains unchanged. The expense of producing the surplus appears to be the only saving.

If the solution of the problem is approached through the second method—namely, by reapportioning the retail dollar—inasmuch as purchasing power is reduced *one must reckon with the accumulation and/or pyramiding of fixed charges due to high taxes, high rents, high retail wages, high transportation rates, insurance costs, etc.*, as the product proceeds from farms to ultimate outlets.

Because of this, when one considers restoring pre-war parity prices, it is probably not generally realized that comparisons are made between periods, pre-war and the present time, which are not comparable because of different economic conditions existing today as compared with pre-war, when all the charges mentioned above were considerably lower than now. In other words, taxes were lower, rents were lower (largely because of low taxes), retail wages were lower, transportation rates and insurance were lower, etc.

#### Reapportioning the Retail Dollar.

The war time inflation of 1916-20 and the post-war inflation of 1922-29 changed the picture, principally because of increased fixed indebtedness that occurred during these years. It is during inflation periods that people become entangled in newly created debts in addition to the old—witness installment buying, increased public spending through high taxes, plant expansions made possible by bond issues during

periods of high prices and high interest rates.

*The farming industry, therefore, is burdened not alone directly with inflated farm mortgages, but also indirectly with the inflated indebtedness of so many other industries, many of such latter debts pyramiding expenses in vast proportions, which are indirectly part of farm costs to do business. These burdensome obligations having been incurred, the sanctity of private contracts closes the door to a solution of the problem from this direction, except probably through emergency decrees.*

How can these burdens be removed, except by some form of repudiation or bankruptcy proceedings?

In practice, the farmer becomes affected by the foregoing conditions in about the following manner:

#### How Farmer Is Affected.

The retail meat merchant, for example, is striving to get the high meat dollar, and having first claim upon such dollar, takes out whatever is required to pay higher taxes, higher rents, higher wages, higher transportation rates and higher what not, as compared with pre-war. The balance is passed back to the processor of meat products.

The meat packer is somewhat under the same handicap as the retailer. Transportation and commission companies, having a third claim on the (Continued on page 28.)

#### PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, Feb. 28, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, on Feb. 21, 1934:

	Sales, High. Low.		—Close—	
	Week ended Feb. 28.—	Feb. 28.—	Feb. 28.	Feb. 21.
Amal. Leather. ....	100	28	28	5 1/2
Do. Pfd. ....	100	28	28	28 1/2
Amer. H. & L. ....	400	8 1/4	8 1/4	9 1/2
Do. Pfd. ....	1,000	37 1/2	36 1/2	38 1/2
Amer. Stores. ....	200	40 1/2	40 1/2	42 1/2
Armour A. ....	41,470	6 1/2	5 1/2	6 1/2
Do. B. ....	13,825	3 1/2	3	3 1/2
Do. Ill. Pfd. ....	19,000	61 1/2	59 1/2	62 1/2
Do. Del. Pfd. ....	700	86 1/4	86 1/4	86
Beecham Pack. ....	200	59	59	59 1/2
Bohach, H. C. ....	.....	.....	.....	13 1/2
Do. Pfd. ....	.....	.....	.....	50
Brennan Pack. ....	.....	.....	.....	19
Do. Pfd. ....	.....	.....	.....	50
Chick. Co. Oil. ....	2,000	27 1/2	27	30
Childs Co. ....	4,400	10 1/2	10 1/2	11 1/2
Cudahy Pack. ....	2,300	44 1/2	44	48 1/2
First Nat. Strs. ....	1,300	58 1/2	58	60 1/2
Gen. Foods ....	11,700	33 1/2	33 1/2	35
Gobel Co. ....	38,400	9 1/2	8 1/2	8 1/2
Gr. A. & P. 1st Pfd. ....	220	123 1/2	123	123 1/2
Do. New ....	170	145	143	143 1/2
Hormel, G. A. ....	200	19	19	17 1/2
Hygrade Food. ....	1,200	5	4 1/2	5 1/2
Kroger G. & B. 11.000	31	30 1/2	30 1/2	32 1/2
Libby McNeill. ....	4,500	5	5	5 1/2
McMarr Stores. ....	.....	.....	.....	5 1/2
Mayer, Oscar. ....	.....	.....	.....	8 1/2
Mickleberry Co. ....	100	2 1/2	2 1/2	3
M. & H. Pfd. ....	100	8	8	10 1/2
Morrel & Co. ....	200	45 1/2	45 1/2	48 1/2
Nat. Fd. Pfd. A. ....	.....	.....	.....	1 1/2
Nat. Leather. ....	6,150	2 1/2	2 1/2	1 1/2
Nat. Tea ....	5,100	17 1/2	17 1/2	17 1/2
Proc. & Gamb. ....	5,400	39	38	38 1/2
Do. Pr. Pfd. ....	180	105	105	103 1/2
Rath Pack. ....	.....	.....	.....	25
Safeway Strs. ....	4,000	52 1/2	52 1/2	54 1/2
Do. 6% Pfd. ....	4,020	98 1/2	98 1/2	97 1/2
Do. 7% Pfd. ....	220	105 1/2	104 1/2	104
Stahl Meyer ....	400	5 1/2	5 1/2	5 1/2
Swift & Co. ....	18,750	17 1/2	16 1/2	17 1/2
Do. Int. ....	3,650	26 1/2	26 1/2	27 1/2
Trunz Pork ....	.....	.....	.....	11 1/2
U. S. Cold Stor. ....	.....	.....	.....	33 1/2
U. S. Leather. ....	900	10 1/2	10 1/2	11
Do. A. ....	900	16 1/2	16 1/2	17 1/2
Do. Pr. ....	.....	.....	.....	75
Wesson Oil ....	4,400	21 1/2	21 1/2	24 1/2
Do. Pfd. ....	300	60	60	59 1/2
Wilson & Co. ....	11,600	7 1/2	6 1/2	7 1/2
Do. A. ....	23,900	19 1/2	17 1/2	18 1/2
Do. Pfd. ....	6,400	71 1/2	71	73 1/2

#### LIVESTOCK AND MEATS ARE UP.

The market price of hogs increased sharply during the month of February, and at the present time is about 30 per cent higher than a year ago, says a review of the live stock and meat trade by the Institute of American Meat Packers. Prices of other classes of livestock also showed increases, with lambs selling at the highest levels which they have reached in February in four years. Prices of lambs at the present time are nearly 80 per cent greater than a year ago. Prices of cattle are from 5 to 35 per cent higher, depending on grade and weight.

There was also a general improvement in prices of dressed meat at wholesale, with dressed lamb, fresh pork loins and smoked picnics showing the greatest increases. Prices of smoked picnics gained about 30 per cent during February.

The export trade in pork and pork products was fair.

#### WAGES AND EMPLOYMENT HIGH.

Employment and wages in the slaughtering and meat packing industry remained at high levels during January, 1934. Employment in the food industries was higher in the beet sugar industry and in beverage manufacture. Wages were higher in only one food industry, that of beverage manufacture.

Compared with a month ago there is a decline of 1.6 per cent in employment and .2 of 1 per cent in pay rolls in the meat industry; compared with January, 1933, there is an increase of 20.7 per cent in employment and 24.5 per cent in payrolls. Wirework was the only industry outside the food field that showed such a high payroll percentage as meat packing. In the food field it was exceeded only by beverage manufacture.

#### WHOLESALE PRICES COMPARED.

Wholesale meat prices in January, 1934, were 48.9 per cent of the 1926 base of 100. This is an increase of 2.9 per cent over December, and compares with 49.5 per cent in January a year ago, 61.9 per cent in the same month two years ago, 88.4 per cent in January, 1931, and 106.2 in the same month of 1930. Hides and skins increased from 74.9 per cent in December, 1933, to 77.2 per cent in January; 43.0 in January, 1933; 49.0 in January, 1932; 64.4 in January, 1931, and 104.2 in January, 1930.

#### WILSON PREFERRED DIVIDEND.

The board of directors of Wilson & Co. has declared a dividend of 1 1/2 per cent per share on its preferred stock, payable April 2, 1934, to holders of record on March 17, 1934.

# EDITORIAL

## What Product Prices Mean Today

WHILE considerable improvement has been apparent in the price of pork meats and lard, this is not sufficient to take care of increase in the price of hogs. During February packers paid about 90c per hundred more for hogs than in the same month a year ago. To this is added the processing tax of \$1.50 which prevailed during the month, resulting in an average cost for the period of around \$6.00.

This means 8½c hogs on the rail. Prime steam lard at \$6.00 from 8½c hogs is losing packers a good deal of money. Loins at 12c are not adding anything to the income. Many other products from the dressed carcass did not carry their cost during the month. The few products that sold at a margin could not possibly make money for themselves and carry the burden of the others.

Beginning March 1 the processing tax on hogs was increased to \$2.25 per cwt. live weight. In terms of current markets this means a hog cost of 9½c on the rail. Lard at 6 or 7c, pork loins at 12 to 14c, hams at 12 to 13c, bellies at 12c and picnics at 8c won't make much money out of hogs costing the packer 9½c in the carcass. It is easy to see that there must be a decided price increase, if for no other reason than to cover costs.

In terms of green product the processing tax ranges from a low of 43c per hundredweight on feet and tails to a high of \$5.67 per hundred on boneless hams. Major products of the hog carry the following taxes: Green regular hams, \$4.36 per hundred; green skinned hams, \$4.93; regular shoulders, \$2.00; skinned shoulders, \$2.11; picnics, \$1.71; boneless butts, \$4.03; pork loins, \$4.86; s. c. and seedless bellies, \$4.05; lard, \$2.47.

Every packer salesman should know that his house must pay this amount in the form of a tax out of the price he gets. He should figure the price at which he sells with this amount deducted, and see if it looks like a satisfactory return for his company.

If lard in cartons sells at 8c or 9c, the salesman must realize that this is just about the price of the hog in the carcass, and that the actual cost of the lard was in excess of this amount. If he sells pork loins for 13c, he should realize that it is really only 8.14c per pound, and that this is not in line with the current hog market.

Following is a table of processing taxes in terms of fresh, cured, smoked, and cooked, dried or canned product, based on conversion factors

furnished by the Secretary of Agriculture. It is a table every salesman should have for reference.

### MARCH TAX IN TERMS OF PRODUCT.

	FRESH, FROZEN, IN CURE or BBLD.	CURED		COOKED, DRIED, CANNED.	
	PORK. Cents per lb.	D.S. Cents per lb.	S.P. Cents per lb.	Smoked. Cents per lb.	per lb.
Regular ham	4.36	4.36	4.14	4.63	5.44
Skinned ham	4.93	4.93	4.61	5.15	6.37
Boneless ham	5.67	5.67	5.38	6.01	7.65
Rough shoulder	1.91	1.91	1.82	2.02	2.59
Regular shoulder	2.00	2.00	1.93	2.11	2.70
Skinned shoulder	2.11	2.11	2.00	2.25	2.86
Picnic	1.71	1.71	1.62	1.82	2.32
Boneless picnic	2.23	2.23	2.14	2.36	2.90
Shoulder butt and butt	2.77	2.77	2.61	2.92	3.73
Boneless butt	4.03	4.03	3.82	4.27	5.44
Plate	1.80	1.80	1.71	1.91	2.43
Rough short ribs, short ribs, extra S. R., short cleats, extra S. C., rib backs	3.04	3.04	2.90	3.22	4.09
Pork loin	4.86	4.86	4.61	5.15	6.57
Fat back	1.96	1.96	1.87	2.07	2.63
Spareribs	1.48	1.48	1.42	1.57	2.00
Belly, D.S. trim.	2.79	2.79	2.65	2.95	3.76
Belly, S.P. trim, briskets	4.05	4.05	3.85	4.29	5.47
Jowl	1.80	1.80	1.71	1.91	2.43
Head	1.35	1.35	1.30	1.42	1.82
Trimnings	1.80	1.80	1.71	1.91	2.43
Neck bones	.43	.43	.40	.45	.58
Feet	.43	.43	.40	.45	.58
Tails	.99	.99	.94	1.06	1.33
Livers, hearts and kidneys	.99	.99	.99	1.06	1.33
Snouts, ears, lips and mis- cellaneous edible offal	.49	.49	.47	.52	.67
Cheek meat	1.98	1.98	1.89	2.11	2.65
Brains	.99	.99	.94	1.06	1.33
Tongues	3.73	3.73	3.53	3.96	5.04
Lard	2.47				
Pork sausage	1.80	1.80	1.71	1.91	2.52
Dried sausage (including cervelats and salamis)	1.35	1.35	1.28	1.4344	1.89
Luncheon meats (including pork loaf, head cheese, sausage and sandwich meats)	1.71	1.71	1.6245	1.8394	2.3940

Where carcass hogs are sold, or where the product is in the form of green Wiltshires or Cumberlandlands, the following amounts must be figured to cover the tax:

### TAX ON CARCASS BASIS.

Carcass.	Cents per lb.
Head and leaf included	2.97
Head included, leaf removed	3.01
Head removed, leaf included	3.10
Head and leaf removed	3.13
Wiltshire side	3.26
Cumberland side	2.97

Prospects point to some reduction in the supply of hogs for market, and to higher prices. Corn loans of 45c per bushel and corn acreage reduction programs call for higher hogs to yield a satisfactory corn-hog ratio. There is little prospect that costs will be lower. The packer must make up his mind to get more for his product.

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# Practical Points for the Trade

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## Curing S. P. Meats

Preparation of curing pickle and the handling of meats for cure are important steps in getting good results in "Curing S. P. Meats." The first set of instructions considered curing materials and handling meat for cure. In the following, formulas and instructions for making cover pickle are given.

### Use of Salometer.

The salometer is an instrument used to determine the density of pickle (proportion of salt in the solution) and has a scale in degrees from zero—which is pure water—to one hundred, for water saturated with salt at a given temperature.

Standardized salometers can be purchased, gauged as follows: 0 to 40 degs., 40 to 70 degs., and 70 to 100 degs., to read correctly between 35 and 38 degs. F. The cost of this recording instrument is very small and everyone making curing pickle should have one.

Another piece of equipment desirable in a curing cellar is the so-called Blake apparatus used for testing the amount of nitrite in pickle at different stages of the cure or in second pickle. This is used whether the cure is a nitrate, straight nitrite or a mixed cure.

The Blake test yields information important in overcoming poor color in product, due to a deficiency of nitrite. The apparatus was developed in the research laboratory of the Institute of American Meat Packers and is finding wide application in the industry.

### Some Points to Remember.

Hooks must never be inserted in the lean meat, as the incisions made leave pockets in which soaking water will lodge and become sour in smoking.

If hooks are used in handling the product they should be inserted just under the skin—in the case of hams and shoulders, under the collar; bellies, just under the skin at the shoulder end. Hooks should never be used in handling highest-grade product.

In using thermometers or pumping needles, they must always be inserted from the butt, toward the shank of hams and shoulders, and from the shoulder end toward the flank of side meats, for the following reasons:

The pocket made by the use of these instruments will always fill with soaking water, and unless the water drains out in the smokehouse, it becomes sour or discolors the product. As hams and shoulders are hung from the shank and

side meats are hung from the flank, these pockets will always have free drainage if instruments are used as described.

### Curing Pickles.

[Editor's Note.—Curing formulas vary greatly. What works in one plant won't necessarily work in another. However, the following curing and pumping pickle formulas are fairly representative.]

Cover pickles for S. P. meats may be made up as follows:

### For Hams and Bellies.

Sugar, per 100 gals. finished pickle ..... 10 to 20 lbs.  
Refined sodium nitrate (Chile saltpetre) ..... 4 lbs.

In a nitrite cure, 16 oz. of sodium nitrite is substituted for the 4 lbs. of nitrate.

Salt as required to make strength of 70 to 75 degs. on standard salometer, at 35 to 38 degs. temperature.

If potassium nitrate (India saltpetre) is used, the proportion should be 5 lbs. to 100 gals. of pickle.

A mixed cure of nitrate and nitrite is made of

Sodium nitrate	3 lbs.
Sodium nitrite	6 oz.
Sugar	10 lbs.
or	
Sodium nitrate	1½ lbs.
Sodium nitrite	1 lb.
Sugar	10 lbs.

In these mixed cures the strength of the pickle is 70 degs.

Pickle-making arrangements should include: First, a small vessel (tierce

or vat cut down to the bilge) for mixing and dissolving the curing ingredients, salt, sugar and saltpetre; second, a curing pickle mixture and chilling vat for each kind of pickle used. These vats should be piped for refrigeration and carefully measured to determine the quantity of pickle each vat will hold. In taking these measurements, it will be necessary to figure the displacement of refrigeration piping, brackets and plugs.

The curing ingredients in a dry state in proper proportions are dissolved in 100 degrees plain brine.

When the solution has been thoroughly boiled, strain through cheese cloth and pour or gravitate into the mixing and chilling vat, and add plain pickle and water to bring the finished pickle to the desired strength. Violent stirring will be necessary to mix the ingredients thoroughly. This may be done by hand with a paddle, or by air.

When the pickle is finished, the temperature should stand at 35 degs. F., and is placed on the meat for curing at this temperature.

The third and last installment of this series, which will appear in an early issue, relates to pump pickle, pumping instructions, overhauling meats in cure and curing periods.

## Tankwater Tests

A packer asks for information regarding results shown by the Beaume test. He says:

Editor The National Provisioner:

Please give us a chart showing the amounts of moisture and solids on any Beaume test.

It is assumed that this inquirer refers to tests on tank water. The following table, prepared for superintendents and tankhouse men, shows the per cent of solids and of water, the weight per cubic foot H<sub>2</sub>O and the weight per gallon of tank water, at a temperature of 150 degs. F. at from 1 to 35 degs. Beaume:

Beaume	% solids.	% water.	Wt. cubic foot H <sub>2</sub> O lbs.	Wt. gal. lbs.
1	1.0	98.1	62.14	8.3
2	3.83	96.17	62.46	8.34
3	5.77	94.23	62.79	8.39
4	7.77	92.23	63.11	8.43
5	9.85	90.15	63.43	8.47
6	11.93	88.07	63.71	8.54
7	14.04	85.96	64.00	8.60
8	16.19	83.81	64.29	8.67
9	18.38	81.62	64.58	8.73
10	20.6	79.4	64.87	8.8
11	22.71	77.29	65.19	8.87
12	24.84	75.16	65.49	8.94
13	26.97	73.03	65.74	9.01
14	29.11	70.89	66.07	9.08
15	31.27	68.73	66.40	9.15
16	33.58	66.42	66.65	9.23
17	35.88	64.12	66.91	9.3
18	38.22	61.78	67.17	9.37
19	40.59	59.41	67.42	9.45
20	42.98	57.02	67.68	9.53
21	45.11	54.89	67.90	9.6
22	47.24	52.76	68.12	9.68
23	49.37	50.63	68.39	9.77
24	51.5	48.5	68.7	9.85
25	53.63	46.37	69.0	9.93
26	55.81	44.19	69.25	10.01
27	58.04	42.06	69.5	10.10
28	61.8	38.2	70.25	10.19
29	64.61	35.39	70.9	10.27
30	67.54	32.46	71.55	10.36
31	70.34	29.66	72.15	10.46
32	73.27	26.73	72.74	10.55
33	76.24	23.76	73.34	10.64
34	79.25	20.75	73.93	10.73
35	82.31	17.69	74.50	10.83
Water	1.00	100.00	62.425	8.345

## Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.  
Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name .....  
Street .....  
City .....

Enclosed find 5-cent stamp.



## Capacity of Casings

What is the stuffing capacity of casings? A packer writing regarding this says:

Editor The National Provisioner:

Please tell us the stuffing capacity of hog and beef casings.

There is, of course, some variation in the stuffing capacity of each of the different kinds of casings. However, the following gives a fair range of capacity of the different kinds.

### Beef Casings.

**Beef bungs.**—Beef bungs will stuff 18 to 25 lbs. of regular or ham style bologna.

**Beef rounds.**—Stuffing capacity of beef rounds is 65 to 75 lbs. per set.

**Beef middles.**—A set of beef middles will stuff 75 lbs. of long bologna.

### Hog Casings.

**Hog bungs.**—The stuffing capacity of hog bungs is about as follows:

No. 1	4	to 6 lbs.
Prime	3	to 4 lbs.
Small prime	2	to 3 lbs.
Narrow	1½	to 2 lbs.

**Hog middles.**—Hog middles have a stuffing capacity of 10 to 12 lbs. for the average length of 8 to 10 ft.

**Hog stomachs.**—Hog stomachs have a capacity of 4 to 6 lbs.

**Hog bladders.**—Stuffing capacity of hog bladders is about as follows:

Large	8	to 11 lbs.
Medium	5	to 7 lbs.
Small	4	to 6 lbs.
Extra small	3	to 5 lbs.

## Indicating Work Space

What paint will stick on a greasy wet floor? An operating man writes regarding this. He says:

Editor The National Provisioner:

As a packinghouse operator I would like to know if there is anything in the way of a paint or composition which could be used on wet brick or greasy floors to mark off working alleys from storage space, etc.

This would be a great help in keeping alleys clear, not only for safety reasons but also for convenience and fire protection. Any information would be greatly appreciated.

It would be very difficult to get anything that would stick on a wet or greasy brick floor. It is necessary, therefore, to clean the floors well, then thoroughly dry them before paint is applied. The drying of areas sufficient to mark off, as this inquirer indicates, can be done with a blow torch. Then any good white lead paint can be used for marking off the spaces. By following this plan the paint will stand up quite well.

The important thing is to bear in mind that there must be no grease film or moisture on the bricks when the paint is applied.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### FUEL LOSS IN MEAT PLANT.

(Continued from page 16.)

as it furnishes a permanent record for every minute of the working day. (Fig. 2 shows a record of such losses.)

It is obvious that the lower the temperature of the gases leaving the boiler—quality being the same—the more heat is absorbed by the boiler and used in the production of steam.

However, if large amounts of excess air are passing through the boiler, and this quantity of air is gradually restricted, it may be expected there will be some increase in temperature of the flue gases without any loss in heat absorbed by the boiler. Most likely there will be a gain in heat absorption under such conditions.

The important use of the exit thermometer is to check the condition of the boiler. With representative conditions for good operation well established, any raise in temperature of these gases from the established temperature will indicate either dirty tubes or broken baffles. If such conditions are promptly remedied, the cost of the instrument will be saved many times over.

### Waste of Unburned Coal.

The third controllable loss, very common and easily understood, is the relative amount of unburned coal to ash in the ash pit.

This problem has received the attention of household furnace tenders be-

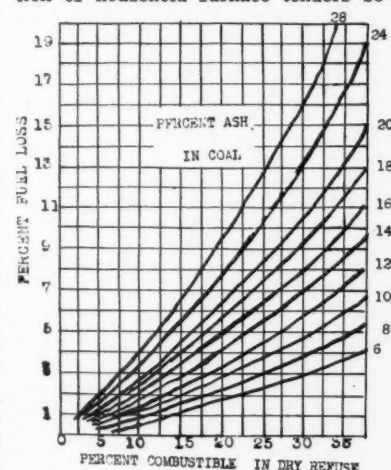


FIG. 3—COAL LOSS THROUGH GRATES

Loss of coal through grates usually is comparatively small, although in some cases it is great enough to justify doing something about it. Improper firing methods, the wrong size of coal or the wrong type of grates are the principle reasons for excessive unburned coal in the ash pit.

cause it is so readily apparent. The remedy resorted to there is a careful sifting of ashes to recover the unburned portions.

Unfortunately we do not yet have a large scale, successful method for recovering the combustible matter from the ash pit refuse of industrial plants. To keep down excessive waste we can only resort to extreme care to prevent combustible matter from going into the pit before it is fully burned.

In some cases excessive coal waste may be due to ignorance or indifference of the furnace tender. He may be forcing his fire to carry a heavy load to save himself the bother of firing another boiler. It may be due to an uneven fire caused by clinkers along the fire line, or it may be due to improper or irregular tempering of the coal, or to an attempt to burn a coal entirely unsuited to the particular characteristics of the furnace.

Whatever the cause, it can be determined by careful study, and correction of the condition will invariably repay the cost and time involved.

### Analyze the Ashes.

Existence of such an excessive fuel loss can be determined by a simple chemical analysis of a representative sample of the ash, or it may be determined by comparing weights of coal burned and refuse discarded provided the average percentage of ash in the coal is known.

An excess of carbon in the ash can be demonstrated by soaking down the ash pile with water and making a visual inspection. The latter method, of course, is only intended as an object lesson to the furnace tender who does not believe the results of the tests.

The chart (Figure 3) will serve as a guide to fuel loss realized with excessive carryover, depending on the percentage of ash in the coal burned.

As already pointed out, proper control of these three large losses will do much to keep any boiler room operating at somewhere near the efficiency which it is capable of maintaining.

They do not, of course, constitute all of the factors which the successful operator is continually keeping in mind. They are, however, losses which—like the poor—we have with us always. Because of their commonness we sometimes become accustomed to a daily routine of operations and overlook the large possibilities of saving possible by keeping certain of these conditions constantly under control.

### Object Is to Save Costs.

We should bear in mind that perfection is impossible to obtain, and that there is probably no plant in the country which could not be improved in some detail of its operation.

Some plants could be improved in a good many details. The more improvements effected the lower will become the steam costs, and the lower the steam costs the more confidence naturally will be placed in the ability and the recommendations of those in charge.

**EDITOR'S NOTE.**—The next article in this series will tell how one packer is GETTING HIS POWER FOR NOTHING (besides other savings) even though all departments are operating at double capacity.

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# Refrigeration and Frozen Foods

## Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

### CALCULATING BRINE CAPACITY.

When adding sodium dichromate to the brine in a refrigerating system to reduce corrosion it is necessary that quantity of brine contained in the system be calculated quite accurately as this quantity governs the amount of the chemical to be added.

How to determine the brine capacity of a system is explained in a new booklet on brine corrosion published by the Frick Co., Waynesboro, Pa. In any system, this booklet says, the quantity of brine is equal to the volume of all of the brine-filled tanks and pipe lines less the displacement of all submerged ice cans, brine coolers or cooling coils. Capacities and displacements readily may be calculated by the following convenient method.

1—Capacity of rectangular tanks equals length, times width, times depth of brine.

2—Capacity of cylindrical tanks equals length, times diameter, times .7854, times depth of brine.

3—Capacities of pipes containing brine may be determined by dividing the total number of lineal feet of pipe in the system by the number of lineal feet of pipe containing one cu. ft. of brine, as shown in Table 1.

TABLE 1.—CUBIC CONTENTS OF STANDARD PIPE.

Size of pipe. Inches.	Lineal feet to contain 1 cu. ft.
1/2	472.4
3/4	270.0
1	168.9
1 1/4	96.25
1 1/2	70.66
2	42.91
2 1/2	30.1
3	19.5

CUBIC CONTENTS OF EXTRA STRONG PIPE.

Size of pipe. Inches.	Lineal feet to contain 1 cu. ft.
1/2	615.0
3/4	352.0
1	200.5
1 1/4	112.2
1 1/2	81.6
2	48.8
2 1/2	34.1
3	21.8

4—The volume of brine displaced by standard pipe submerged in brine can be determined in the same manner from Table 2.

TABLE 2.—DISPLACEMENT OF STANDARD PIPE.

Size of pipe. Inches.	Length of pipe to displace 1 cu. ft. of brine.
1/2	259.9
3/4	168.2
1	106.0
1 1/4	66.5
1 1/2	50.8
2	32.5
2 1/2	22.2
3	14.8

5—Volume of brine displaced by shell and tube brine coolers may be determined by calculating the displacement of the shell (see paragraph 2) and deducting the capacity of the brine filled tubes.

6—Volume of brine displaced by ice cans is taken as the product of the

number of cans in the brine multiplied by the displacement of one can. The latter figure may be arrived at by use of the equation for the volume of a rectangular prismoid:

$$\text{Volume} = \frac{H}{6} (T \text{ plus } B \text{ plus } 4M)$$

Where H equals height of submerged portion of can, T equals area of cross section at surface of brine, B equals area of cross section at can bottom, M equals area of cross section 1/2 way between T and B.

The total volume of brine in the system is the sum of items 1, 2, and 3, less items 4, 5, and 6.

An approximation of the displacement of ice cans (item 6) may be made by using 1.87 cu. ft. of displacement per 100 lbs. of ice capacity in the cans. For example the displacement of one 300-lb. can would be 1.87 times 3, which equals 5.61 cu. ft.

Displacement of 800—400-lb. cans would be 1.87 times 4 times 800, which equals 5,984 cu. ft.

### REFRIGERATION NOTES.

Chamber of Commerce, Alabama, Fla., is considering erection of a cold storage plant in their city.

The Associated Warehouse Co. plans the erection of a cold storage building at 110 South D st., San Bernardino, Calif.

A recent fire completely destroyed the warehouse and cold storage plant of the Sodus Fruit Exchange, Benton Harbor, Mich.

Farmers' organizations in the vicinity of Hartford, Mich., working through the Farmers' Union, have started negotiations for the erection of a 200-car cold storage plant, with funds to be obtained through a loan from the Reconstruction Finance Corp. Ellsworth Graham and Joe Lajakas are in charge of arrangements.

The Federal Cold Storage Company, St. Louis, Mo., are planning alterations in their plant. Martin P. Rosenmeyer, 1548 S. Vandeventer st., is the contractor.

The site has been purchased for a new Producers' Cold Storage Plant in Shelbyville, Mo.

Proposals for the erection of a refrigerating plant at Lumberton, O., as a CWA project has been submitted to the state CWA executive by M. Shepherd, who was appointed to handle the matter.

Kraft-Phoenix Cheese Co., Denison, Tex., are planning to enlarge the cooling space in their plant. A. J. Riddle, the manager, plans an expenditure of about \$20,000.

### OCEAN FREIGHT RATES.

Meetings have been in progress in Chicago this week of representatives of ocean shipping lines and Eastern trunk lines with exporting packers, considering a new rate schedule for shipments from Atlantic ports. Indications point to a reduction in the existing rates.

### MEAT PLANT LABOR SITUATION.

(Continued from page 20.)

meat packers of the nation are the crystallization of many years of effort to get the products of livestock into the hands of the retail meat dealers in the best possible condition, in the shortest possible time, and with a minimum of expense. Such methods are adapted as far as they can be adapted to the irregular shipments of the producers to market. Anything that would tend to disturb or upset these established and well known methods would certainly be detrimental to the livestock producers, the slaughterers, the retail meat dealers, the consumers of meat products, and particularly to the workers who carry on the packing house operations.

"According to figures published by the Bureau of Statistics of the United States Department of Labor, the packing industry, during 1933, had 95.4% as many employees as it had in 1926. The following table indicates the volume of employment of all manufacturing industries, and of the slaughtering and meat packing industry from 1926 to 1933, inclusive; today, we have 107% or 7% more than 1926:

INDEX ON VOLUME OF EMPLOYMENT.

Year.	All Mfg. Industries.	Slaughtering and Meat Packing.
1926	1926-100	1926-100
1927	96.4	99.5
1928	93.4	99.5
1929	97.5	101.0
1930	84.7	97.1
1931	72.2	90.8
1932	60.1	86.9
1933	64.6	95.4
July, 1933	67.3	92.8
August	71.6	102.6
September	73.9	111.4
October	74.0	110.5
November	71.4	107.8
December	70.1	106.8

"From 1926 to 1929, inclusive, employment in the meat packing industry remained constant. During these years the number of workers in the meat packing industry on the average, did not increase or decrease.

### Can't Get Men for 2 Shifts.

"In April, 1933, before the NRA, employment in the packing industry was 86.6%; the unemployed in the industry were principally unskilled labor. The industry, for years, has made it a practice to retain their skilled and semi-skilled workers in unskilled jobs so as to have them available during the peak rushes.

"It should be obvious, therefore, that there is no excess of experienced packinghouse employes, and for that reason it would not be possible to recruit a sufficient number of trained workers to operate on a two-shift basis. This would mean the employment of inexperienced persons, with the necessity of giving them training and experience before they would be able to properly function in the industry.

"This table also indicates that, in addition to absorbing our own labor 100%, we have absorbed 7% of labor that was formerly employed in other



industries. This increase from 86.6% to 107.0% was entirely in the unskilled class of labor. There are 300,000 people in this industry and a 7% absorption above normal means 21,000 people that we have absorbed. This indicates that the packing industry has done, and is doing, more than its share of placing men to work.

#### Hardship on Packer and Producer.

"Generally speaking, the capacities and facilities of the average packing-house will not permit of turning out the entire production in a single six-hour shift, even if trained men were available. And, due to the highly perishable nature of packinghouse products, a shift of gangs during the slaughtering or processing operations is not advisable.

"Our experience, since operating under the NRA, has proved to us that even though we have 36 weeks each year at 40 hours, 8 weeks at 48 hours and 8 weeks with a 10 per cent tolerance, or 52.8 hours, the majority of the firms in the industry have used up most of these weeks of tolerance in the first six months and they are going to be put to considerable hardship in the next six months, and it will probably mean that many of them will not be able to buy the number of livestock that they would otherwise purchase.

"This would be due to lack of capacity, or lack of skilled help during the weeks of heavy receipts, without any weeks of tolerance to fall back on. Some firms even had to apply to local Compliance Boards for further extension of tolerance weeks to take care of their slaughter.

"In many instances livestock has been shipped from the plants at the point of purchase to other plants for slaughter, and when such a situation exists the packer is prone to reduce his buy rather than go to the additional expense of paying this freight.

#### Effect on the Producer.

"(a) **Livestock Cash Market:** The farmer producer now has a daily cash market for all the livestock he cares to send to the central markets. It is always sold and never returned to the producer because of a lack of market.

"The limitation of hours of work might very easily produce a condition where the packers buying on the central markets could not undertake to buy all of the animals offered for sale. For instance, should such packers, on heavy run days, decide to limit their buying to such quantities of livestock as could be slaughtered within the limitations of a six hour shift, it would undoubtedly result in livestock being left unsold and carried over until the following day or days, at the expense of the producer.

"(b) **Producer Would Bear Cost:** It has long been conceded that the selling price of meats determine the price which the producer receives for his livestock. The packing industry is really the marketing agency of the producer, due to the fact that fresh meat products are promptly sold, most of them being sold within twelve days from the purchase of the live animals by the packer. Therefore, the price which the packer receives from the sale of such meat products, less his manufac-

turing and overhead expense, determine the price which he can afford to pay for livestock. The time elapsing between the purchase of the live animal and the sale of the finished product is so short as to be reflected back in the current buying price.

"It follows, therefore, that whatever expense a further shorter working day would entail on the packing industry would, to that extent, depress the prices paid the producer for their livestock. It would, without doubt, tend to upset the present orderly marketing and processing of live stock and present a very definite handicap to the Emergency Farm Relief program.

#### Office Workers.

"Under this proposed bill there is no exemption for general office, administrative or clerical forces, salesmen, officers, executives, superintendents or their personal and immediate clerical assistants. The effect of applying this maximum to supervisors and executives will simply result in chaos and confusion and would demoralize the industry.

#### Conclusion.

"The fluctuating receipts of livestock at the central markets, the highly perishable nature of both livestock and its products and the necessity of carrying most packing house operations through to completion without delay or interruption, makes it imperative that the packing industry have an elastic employment schedule.

"The President's Re-employment Agreement, adjusted to meet the packing industry, has been in effect since August 1, and under the terms of the agreement we have had permission to work thirty-six weeks at not to exceed forty hours per week, and eight weeks at not to exceed forty-eight hours per week, with a tolerance of 10% on eight additional weeks, giving us 52.8 hours for these weeks.

"If we did not have these weeks of tolerance, it would have been impossible for us to slaughter the livestock which reached the market; the result would have been reduced purchases by all packers and consequent backing up of the livestock in the stock yards and on the farms.

"Our experience during the past six months has proven beyond a shadow of a doubt that our industry, dealing with the livestock growers on one hand who ship their livestock according to their own judgment, and the consuming trade on the other hand, who have fixed buying habits in purchasing our products, together with the fixed limited capacity of the various plants and the known scarcity of skilled workers, together with the knowledge and length of time it requires to skill men in the art, makes it positively impractical to conform to a rigid six hours per day, 5 days per week, or 30 hours per week limitation in this industry.

"From the foregoing facts it is apparent the legislation under discussion would have a decidedly detrimental influence upon the packing industry, which buys the country's livestock and converts it into meat. This detrimental influence would unquestionably be carried back to the producer and cause him to receive less for his live animals."

## THE FARM PROBLEM.

(Continued from page 22.)

dollar, and their charges being higher for similar reasons, take a likewise greater percentage than in pre-war periods. The balance is passed on to the farmer.

It is not surprising, therefore, that retail prices today are so much higher than before the war. Fixed charges established during and since the war have been rigid as against the flexibility of raw material prices. The fact that there are so many claims prior to those of the farmers upon the retail food dollar is every reason why it is so difficult to add just another cent or two—Mrs. Consumer has just so much and no more to spend.

#### Reducing the Tariffs.

As a third solution, there has been much agitation for reduced tariffs (see article IV, on the importance of exports in relation to our domestic economy) as a device for lowering prices of what the farmer buys, thereby increasing his purchasing power.

But such a proposal is vigorously opposed by labor and manufacturing interests, and even by certain agricultural interests, on the theory that such tariff reductions would greatly reduce domestic purchasing power.

It is usually argued by such interests that tariffs should not be reduced because of higher domestic costs as compared with foreign. Insofar as domestic costs are higher because of fixed indebtedness as described in the foregoing, it is difficult to reduce such costs, and therefore tariffs, by a similar amount.

From the standpoint that this country is better equipped with more modern machinery and greater natural resources than any other country, it would seem we could meet competition from any part of the world, and more effectively, perhaps, under a system of free trade or only partial protection—though necessarily under our present system of restricted immigration.

To reduce or eliminate tariffs serious consideration should be given first of all to the problem of internal debts with a view of reduction; then with tariffs adjusted, payments of debts owed us by the rest of the world should be facilitated. High costs in relation to international as well as internal trade due to inflated debts are an encumbrance, and as such, seriously impair our economic efficiency.

#### A Futile Attempt.

The foregoing is offered to demonstrate how futile it is to attempt a solution of the farm problem: through price-fixing devices designed to increase dollar volume by arbitrarily increasing the price at retail outlets on the one hand, and on the other, through scaling down prior claims to the food dollar in order to increase the farmer's proportion, purchasing power being what it is.

Taxes and other heavy fixed charges, rigid because of sanctity of private contracts, and prior claims of other interests in the various stages of distribution, as well as high tariffs, and burdensome international debts, therefore, must be recognized as the root of our difficult farm problem.

The next and last article in this series will discuss "Formulating Inventory Policies."



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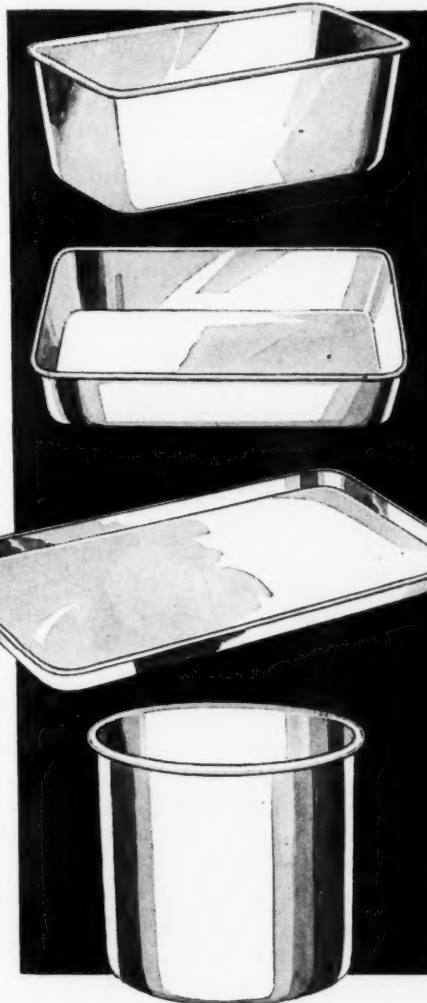
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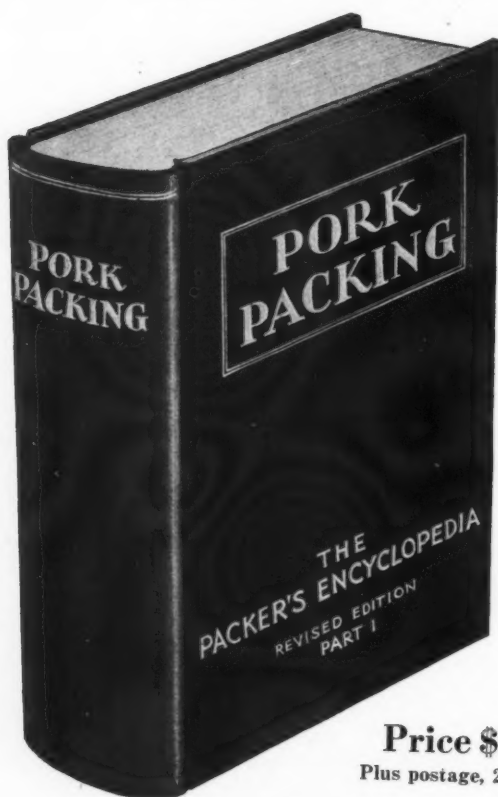
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## CHAPTER HEADINGS

- |                                      |                                 |
|--------------------------------------|---------------------------------|
| I—Hog Buying                         | XI—Curing Pork Meats            |
| II—Hog Killing                       | XII—Soaking and Smoking Meats   |
| III—Handling Fancy Meats             | XIII—Packing Fancy Meats        |
| IV—Chilling and Refrigeration        | XIV—Sausage and Cooked Meats    |
| V—Pork Cutting                       | XV—Rendering Inedible Products  |
| VI—Pork Trimming                     | XVI—Labor and Cost Distribution |
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| VIII—Making and Converting Pork Cuts |                                 |
| IX—Lard Manufacture                  |                                 |
| X—Provision Trading Rules            |                                 |

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# A Page for the Packer Salesman

## Selling Quality Sausage Is Largely a Matter of Educating the Retail Dealer

**P**ACKER SALESMEN can do much to eliminate sausage price competition by teaching retailers how to meet such competition successfully with quality products.

To do this, as one salesman points out, a knowledge of efficient retail merchandising methods is required, and the ability and inclination to pass on this information to customers.

He writes:

Editor THE NATIONAL PROVISIONER:

Sausage price competition has complicated the work of the packer salesman who has only high quality products to offer, and who must get profitable prices for what he sells.

But I do not agree that it has made the job of selling quality sausage any more difficult, as some of my competitors in this territory insist. In support of this statement I offer as evidence the fact that from 1929 to 1932, inclusive, my tonnage on high quality sausage has held practically steady. During 1933 it increased substantially over the previous year.

I do not say this boastfully but merely to make the point I always have maintained—that quality in a food product comes first, and when quality is uppermost in the salesman's mind, and when he concentrates his selling efforts along this line, he seldom will go wrong.

I make this statement having in mind the insistence with which many retailers have clamored for sausage that could be sold at the low prices being asked by competitors for similar products. The fact is that these retailers have the wrong slant and the salesmen calling on them have not been able to set them right.

### Sausage Selling More Complex.

Selling quality sausage, I have found, is as much a problem of retailer education as of merely getting the retailer's name on the dotted line. It is principally a question of getting him to see he can make more profit and build up a more permanent business on quality products than on products made to sell at a price—the kind the housewife seldom will ask for a second time.

In this connection the business of selling sausage has constantly grown more complex and technical. If the

packer salesman is to become a master of his trade he must appreciate this fact. Following old selling methods when the situation demands a new technique is an important reason why some packer salesmen have fallen down on quality sausage sales. Incidentally it is also a factor in the growth of price competition.

Many retailers have insisted on sausage that could be sold at lower prices. Salesmen have passed these demands on to the plant. As a matter of fact the retailers only *thought* they wanted cheaper product. What they really wanted were products that would compete successfully with those selling at low prices.

Many salesmen failed to get this point. The retailer thought he must fight fire with fire. What he really needed was a modern fire extinguisher—products that would please consumers regardless of price. The packer salesman, not recognizing the situation, failed to make the distinction clear to his customers.

### Salesman Can Improve Conditions.

There are also many retailers who have not learned how to merchandise efficiently. Too few of them know how to sell the products they have in stock. The packer salesman, as the contact man for his company, should appreciate the fact that he can sell only as much product as the retailer passes over his counter, and that as his customers are educated to turn over larger volume, his tonnage will grow. The salesman can become an authority on retail meat merchandising and will do so if he has any ambitions to become a real salesman rather than an order taker.

The packer salesman must take some of the responsibility (personally I think it is a rather large share) for the sorry mess the sausage business is in. A better knowledge of the situation and of good retail sausage merchandising methods would have enabled him to calm many retailers who had reached a panicky state of mind regarding sausage price competition and to have soft-

ened materially the disastrous effects this method of doing business brought about.

I also believe the packer salesman can become one of the most important factors in improving sausage conditions. He can inform himself on the methods by which retailers can meet price competition with quality products and prove to them by the experience of other retailers just what can be accomplished with quality products, well merchandised. Accepting things as we find them and adjusting our methods to meet these conditions is not a constructive attitude to take and will only delay the time when per capita sausage consumption will be back to the figure it should be.

Yours truly,

PACKER SALESMAN.

## FARMERS' PORK TAX.

A packer salesman asks for information on exemption of farmers from processing tax on pork. He says:

Editor The National Provisioner:

In one of your recent issues I read an article in reference to a farmer having an exemption from tax on 300 lbs. of live hogs for a current year. Will you please explain just what that means? Am I to understand that any farmer can slaughter a 300-lb. or two 150-lb. hogs and sell the meat without paying any tax on them? Some of my customers are anxious to know about this.

Farmer exemption from the processing tax applies to product rather than to live hogs. Each farmer is entitled to sell 300 lbs. of pork meat or pork products of his own production without paying a processing tax on it. If he sells over 300 lbs. he must pay the tax on any quantity over this amount. However, should he sell as much as 1,000 lbs. a year he loses his entire exemption and is required to pay the tax on the full amount.

This inquirer asks if this exemption means that he can sell one 300-lb. hog or two 150-lb. hogs without paying the tax. He can, or he can sell more than this amount up to 300 lbs. unless the inquirer has the carcass weight in mind, as live hogs of the weights stated would not total 300 lbs. of product.

## SUCCESS IN MEAT SELLING.

"The secret of the sales success of our best men," a packer sales-manager said recently, "is their ability to open up new accounts and bring in new business.

"Just so long as a salesman is willing to go around with his order book in his hand and call only on his regular trade, just so long is he merely going 'to hold his own,' rather than increase his sales, add to his tonnage and cut his sales cost. A salesman cannot live on past results. He must go forward or backward—there is no middle ground."





## SHEPARD LEAVES THE AAA.

G. C. Shepard, former vice president of the Cudahy Packing Co., who was appointed head of the meat processing section of the Agricultural Adjustment Administration when that body was set up, and who helped to get the machinery in working order, has now turned over the duties of that office to others. He is leaving for an extended vacation on the Pacific Coast, and will return to the enjoyment of the leisure to which more than 40 years' service in the meat packing industry entitles him.

In acknowledging his resignation Secretary of Agriculture Wallace wrote as follows:

"Having before me the memorandum in which you report that you have resigned as Chief of the Meat Processing Section, I wish to express to you my hearty appreciation of your services. You came to us at a time when there was a good deal of confusion, and great necessity for vigorous work in getting our program under way. You entered into the situation with zeal. All of us have enjoyed our association with you, and appreciate the cooperative spirit you demonstrated in your work here."

Chester C. Davis, Agricultural Adjustment Administrator, wrote to Mr. Shepard as follows:

"I accept your resignation with regret. You were drafted into the service of the Agricultural Adjustment Administration with the understanding that you would be available to assist us for a short period of time only. Because of that understanding, and for the personal reasons you set forth in your letter, I cannot properly urge you to remain longer.

"On my own behalf and on behalf of our associates who have greatly enjoyed their work with you I wish to thank you for the valuable and untiring services you have rendered. Your practical knowledge of the field of meat processing and distribution has been a great aid in the development of programs of the Agricultural Adjustment Administration.

"I should like to feel that, after you have had an opportunity to clear up the personal matters which demand your attention, we can call on you for counsel in connection with problems that arise in the future. Please accept my thanks and best wishes."

## TO COMPEL COOPERATION.

Amendment of the Agricultural Adjustment Act to force farmers into compulsory cooperation was recommended by directors of the American Farm Bureau Federation meeting in Chicago this week.

It was also recommended that the Secretary of Agriculture be granted power to issue injunctions to require fulfillment of marketing agreements and observance of licensing provisions.

Text on the suggested amendment providing for compulsory cooperation is as follows: "To permit the Secretary of Agriculture to put into oper-

ation whatever control or marketing plan is agreed on by the producers of two-thirds of the acreage of any commodity, and to make such plan apply to the entire commodity and all producers thereof."

The amendments suggested also proposed that, if two-thirds of the producers of any commodity under the proposed plan formed a cooperative, this group should receive all the federal aid granted, but those remaining outside would be compelled to observe the trade agreement while sharing none of the benefits.

Consideration was given a legislative report recommending specific marketing plans for various types of livestock and farm crops.

## FINAL INCREASE IN TAX.

Formal announcement of the final increase in the processing tax on hogs was made by the AAA on February 26, as follows:

"The processing tax on the slaughtering of live hogs will be increased from \$1.50 per hundredweight, live weight basis, to \$2.25 per hundredweight, live weight basis, at midnight on February 28," Secretary of Agriculture Henry A. Wallace, said today. This is the last of the progressive increases in the rate of the hog processing tax called for under Hog Regulations, Series 1, Revision 1, issued by the Secretary of Agriculture on December 31, 1933.

The hog processing tax is being collected to finance the 1934 corn-hog production adjustment program, under which a maximum of \$350,000,000 in adjustment payments will be made to participating hog producers.

## Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes  $\frac{1}{8}$ c per pound on a car of product he has saved \$37.50.

If he makes  $\frac{1}{4}$ c a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

If you get THE NATIONAL PROVISIONER DAILY MARKET SERVICE you know the market. You neither buy nor sell blindly.

A fractional saving on one car of product will pay for this service for an entire year. If you want full information, clip this coupon and send it with your name and address to THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## MEAT AND LARD AWARDS.

Smoked meat and lard awards made this week on bids under schedule 41, opened by the Federal Surplus Relief Corporation on February 23, totaled 1,331,000 lbs. of smoked meats and 3,513,000 lbs. of lard in 1-lb. cartons. No awards were made on dry salt cuts.

Awards on smoked meats included 34,000 lbs. of regular hams, 53,000 lbs. of skinned hams, 677,600 lbs. of picnics, 150,000 lbs. of S. P. cured bacon, 330,000 lbs. of dry cured bacon and 86,460 lbs. of boneless butts. Regular ham prices ranged from 12.73 to 13.59c per pound; skinned hams from 11.28 to 13.25c; picnics from 9.40 to 10.44c; pickle cured bacon from 13.50 to 13.65c; dry cured bacon from 12.50 to 13.91c; and boneless butts from 14.50 to 18.57c. Lard prices ranged from 7.09 to 8.12c per pound.

In all cases the prices are f.o.b. and include the processing tax.

Following are the awards by companies with the quantity assigned to each:

Regular S. P. Smoked No. 1 Hams.	
	Lbs.
Memphis Packing Corporation	30,000
Nuckolls Packing Co.	4,000
Skinned Hams, S. P. Smoked No. 1.	
Brennan Packing Co.	30,000
Keefe-LeSturgeon Co.	3,000
Milner Provision Co.	20,000
Picnics, S. P., Smoked.	
Armour and Company	570,000
Cleveland Provision Co.	5,600
Columbus Packing Co.	30,000
Keefe-LeSturgeon Co.	2,000
Nuckolls Packing Co.	30,000
Tovrea Packing Co.	10,000
C. F. Vissman & Co., Inc.	30,000
Bacon, S. P., Smoked.	
A. Fink & Sons, Inc.	120,000
Swift & Company	30,000
Bacon, Dry Cured, Smoked.	
Memphis Packing Corp.	30,000
Swift & Company	270,000
C. F. Vissman & Co.	30,000
Boneless Butts, S. P., Smoked.	
Henry Burkhardt Packing Co.	10,000
Cudahy Packing Co.	30,400
Nuckolls Packing Co.	10,000
Chas. Sucher Packing Co.	30,000
Pure Refined Lard.	
Armour and Company	720,000
Cudahy Packing Co.	770,000
Dold Packing Co.	90,000
Keefe-LeSturgeon Co.	8,000
King & Company	240,000
John Morrell & Co.	540,000
Swift & Company	1,000,000
Wilson & Co.	180,000

## EMERGENCY SLAUGHTER COST.

Final results of the emergency pig and sow slaughter campaign last fall show that the Agricultural Administration paid \$30,643,101 for the 6,410,866 pigs and sows slaughtered. Of the total number, 1,083,738 of the heavier pigs and 222,144 sows were processed for meat, while 5,104,984 pigs weighing under 80 lbs. were tanked for grease and fertilizer.

Corn Belt states furnished the bulk of these pigs and sows, as follows: Ohio 405,676; Indiana 357,096; Illinois 576,919; Iowa 615,805; Missouri 785,581; North Dakota 238,961; South Dakota 807,782; Nebraska 473,400; Kansas 698,830. The only state outside the Corn Belt contributing a considerable number was Oklahoma with 373,779 head. About 600,000 came from 30 other states.



# Provision and Lard Markets

## WEEKLY REVIEW

**Market Fairly Active — Undertone Steady—Hogs Irregular—Hog Run Larger—Cash Trade Satisfactory—Irregular Grain Markets an Influence.**

Market for hog products was fairly active and irregular the past week, but price fluctuations were limited from day to day. The market was off moderately from the season's highs made the previous week, but not sufficiently so to indicate a definite trend. Sentiment was a little more mixed, as a result of a larger hog run, while hog prices backed and filled over a fair range.

Cash trade was fairly satisfactory, meat demand being stimulated to some extent by low temperatures over a large part of the country. In some sections heavy snowfalls served to interfere with deliveries. On the other hand, there was buying of lard and meats at times that was understood to have been lifting of hedges against export sales. Foreign exchange rates held steady.

Top hogs at Chicago rose to a new high of 4.95c for the year. The price advance brought about an increase in the run to market and resulted in a subsequent setback to a top of 4.65c. Average price of hogs at the outset of the week was 4.75c, against 4.45c the previous week, 3.35c a year ago, 4.05c two years ago and 7c three years ago.

### Hog Receipts Increase.

Receipts of hogs at western packing points last week were 514,000 head, against 440,000 head the previous week and 438,000 head last year. Average weight of hogs received at Chicago last week was 226 lbs., against 223 lbs. the previous week, 235 lbs. a year ago and 232 lbs. two years ago.

The U. S. Bureau of Agriculture stated that largely as a result of the unfavorable relationship between hog prices and corn prices and the short supplies of corn available for feeding, average weight of hogs slaughtered has declined considerably during the last three months.

Commission houses were on both sides of the lard futures market, new buying absorbing profit taking and hedging pressure. Packing house interests were also on both sides, lifting hedges against cash business and at other times placing fresh hedges on the late months. Irregular fluctuations in the grain market had an influence both ways. There was a little betterment in the hog-corn ratio.

Governmental operations were less in evidence in the provision market. Absorption against old contracts continued, but the government was not active in the hog markets. With the CWA dropping hundreds of thousands from the payrolls, the impression prevailed that the administration would be compelled to continue relief distribution of various food products for some little time to come, possibly on an increasing scale.

Official exports of lard for the week ended February 17 were 5,763,000 lbs.,

against 11,401,000 lbs. last year. Exports from January 1 to February 17 have been 53,765,000 lbs., against 117,939,000 lbs. the same time last year.

### Meat Exports Up.

Exports of hams and shoulders for the week were 434,000 lbs., against 386,000 lbs. a year ago; bacon, 662,000 lbs., against 110,000 lbs.; pickled pork, 166,000 lbs., against 231,000 lbs.

Expectations in the trade were that lard stocks at Chicago during February would show an increase of between 5 and 10 million lbs. for the month. The fact that stocks throughout the country are relatively heavy makes for a situation where statistics attract little attention at this time, the markets endeavoring to discount the futures.

**PORK**—Market was firm and demand was fairly good at New York. Here mess was quoted at \$21.50 per barrel; family, \$23.50 per barrel; fat backs, \$16.00@19.00 per barrel.

**LARD**—Market was steady at New York and demand was fairly good. Prime western was quoted at 6.85@6.95c; middle western, 6.65@6.75c; New York City tierces, 5% c; tubs, 6% @7c;

refined Continent, 5% @5% c; South America, 5% @5% c; Brazil kegs, 5% @6c; compound, car lots, 7% c; smaller lots, 7% c.

At Chicago, regular lard in round lots was quoted at 20@22% c under new May; loose lard, 70@72% c under new May; leaf lard, 45c under new May.

**BEEF**—Demand was fair at New York, and the market was steady. Mess was nominal; packet, nominal; family, \$10.00@11.50 per barrel; extra India mess, nominal.

See page 38 for later markets.

### HOG RECEIPTS AND PRICES.

Hog prices were considerably higher at Chicago during February than in January, and higher than in the same month one and two years ago. The February average at \$4.35 compared with \$3.45 in January, \$3.50 in February a year ago and \$3.90 in the same month two years ago.

Chicago hogs were light, the average weight for the month being only 223

## Hog Cutting Losses Increase

With the live hog market somewhat higher on quality kinds and with a continuing weakness in certain fresh pork cuts, hog cut out values proved somewhat less satisfactory for the first three days of the current week than for the four-day period of the previous week.

Buying slowed up in the closing days of February as the processing tax on hogs was stepped up March 1 and there seemed little disposition to purchase more hogs than could be slaughtered prior to that date. This was the situation in local buys as well as in those for shipment.

At Chicago the quality of the general run was not good, there being included large numbers of unfinished hogs and pigs. Quality hogs of the lighter grades commanded good prices but good heavy butchers and packing sows showed a decline from the closing

prices of a week previous. Top for the week at \$4.95, paid on Monday, was the highest since October, but prices weakened in the following two market days.

Receipts at the seven principal markets for the four day period totaled 308,500 hogs against 347,000 last week and 256,900 a year ago. Because of the fact that the processing tax changed on the fourth day of the period this day is not taken into consideration in working out the following test.

Some improvement was shown in the price of green regular hams, picnics and miscellaneous dry salt cuts, but Boston butts, pork loins and regular trimmings were lower with other products showing no change.

The following test is worked out on the basis of average live hog costs and green product prices at Chicago as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, representative costs and credits being used.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.61	\$1.60	\$1.54	\$1.51
Picnics	.44	.42	.40	.38
Boston butts	.41	.41	.41	.41
Pork loins	1.17	1.06	.95	.86
Bellies, light	1.23	1.19	.75	.24
Bellies, heavy	..	..	.29	.73
Fat backs	..	.11	.12	.14
Plates and jowls	.09	.13	.13	.13
Raw leaf	.13	.87	.78	.72
P. S. lard, rend. wt.	.78	.11	.11	.11
Spare ribs	.11	.17	.15	.15
Regular trimmings	.17	.17	.15	.15
Feet, tail, neck bones	.04	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$6.18	\$6.11	\$5.84	\$5.70
Total cutting yield	68.50%	69.50%	71.00%	72.00%
Crediting edible and inedible offal to the above cutting values and deducting from these the cost of live hogs plus all expenses including the processing tax of \$1.50 which prevailed during the first three days of the current week, the following results are secured:				
Loss per cwt.	\$ .10	\$ .36	\$ .57	\$ .61
Loss per hog	.17	.72	1.14	1.68

lbs. This compared with 226 lbs. in January, 227 lbs. in December, 234 lbs. in February a year ago, 233 lbs. two years ago and 236 lbs. in February, 1931.

Receipts at the eleven principal markets of the country during February totaled 1,762,000 head. This compared with 2,845,000 in January and 1,719,000 in February a year ago. With the exception of last year, the February receipts were the smallest for the month since 1910.

#### PLAN TO FINANCE EXPORTS.

Three government export and import banks will be established at Washington for the purpose of financing trade with Russia, Cuba and other foreign countries, according to a recent official announcement. George N. Peek, former AAA head, and now foreign trade advisor to the President, will assume the presidency of all three banks, while continuing in his present post.

The bank to facilitate trade with Russia has already been chartered with \$11,000,000 capital, the bulk of which was subscribed by the Reconstruction Finance Corporation. With this capitalization it is believed that it will be possible to finance trade up to \$100,000,000. The other two banks are to be chartered without delay and financed in the same manner.

Commenting on the relation of these banks to industry, Mr. Peek said: "Due to changing conditions throughout the world, the government can and should assist in many directions in the conduct of a sound international trade. I urge industry in its own interest to be temperate in its demands, and I invite its fullest cooperation. I want to make it clear that the bank has been created for the purpose of assisting our foreign trade and of providing facilities not now obtainable in regular banking channels, for financing the seller."

#### BOOST EXPORTS TO MEXICO.

An improved outlet for lard and other agricultural and manufactured products of Illinois and the Central West might be provided through a treaty with Mexico, the foreign trade committee of the Illinois Manufacturers Association believes. This committee, of which Charles E. Herrick, president of the Brennan Packing Co., is chairman, has sent copies of resolutions relating to this matter to the secretaries of state, commerce and agriculture urging consideration of such a move. Discussing some of the reasons which impelled the committee to pass the resolution, Mr. Herrick said:

"The foreign trade of Illinois has dropped from \$238,762,882 in 1929 to \$66,958,484 in 1932. During the same period the foreign trade of the thirteen states in the Middle West dropped from \$1,305,713,662 to \$272,373,697.

"Lard and other packing house products constitute the chief exports from Illinois. Exports of lard amounted to \$9,216,692 in 1932, or about half of the total amount of the packing house products exported. Since 1932, however, the export of lard has been greatly curtailed by quotas established by Great Britain, Germany, and some other countries.

"In exchange for the admittance of tomatoes and peas from the Mexican states of Sonora and Sinaloa, Mexico will take a greater amount of American lard and other pork products, farm and other machinery, including tractors, and various other articles manufactured in Illinois or adjoining states."

Mr. Herrick said that during 1928, 1929, and 1930 the United States sold to Mexico \$25,000,000 worth of lard and pork and bought \$15,000,000 worth of Mexican cattle. For 1930 exports of lard from the United States totaled \$8,425,000, he said, while in the first four months of 1933 they totaled \$625,000.

#### CONDEMNATIONS ARE LESS.

Condemnations for tuberculosis of animals slaughtered under federal inspection are showing steady decrease. The number of hogs have dropped from 100,100 in 1924 to 35,680 in 1933, for the United States as a whole. Cattle condemned totaled only 6,430 as against 35,691 in 1926.

Commenting on this decrease H. R. Smith, livestock commissioner of the National Live Stock Exchange, in his annual report for 1933, points to the vast and steady improvement in the situation as relates to cattle, and the fact that this has had a marked influence on the situation as to hogs. The difficulty now lies primarily in infection from avian tuberculosis as the prevalence of the disease among poultry is well recognized.

Three urgent needs are listed by Mr. Smith to improve the situation still further and overcome the financial loss to packers that still prevails through the retention and condemnation of the animals they slaughter. These are:

1. Increased federal and state appropriations for testing poultry, particularly standard bred flocks that supply hatcheries.
2. Federal regulations to prevent the interstate movement of tuberculosis breeding poultry which will also stimulate the testing of standard bred flocks.
3. More educational work on farm flocks that produce commercial eggs, to secure a more general adoption of the plan to dispose of the entire flock at the end of the first laying year, replacing each year with baby chicks purchased from hatcheries that have tested flocks.

#### WHEAT PROGRAM REOPENED.

Immediate reopening of the wheat program to give farmers in all states who have not yet signed up an opportunity to join the adjustment plan of the Agricultural Adjustment Administration by reducing their present acreage, is announced by Secretary of Agriculture Wallace and Chester C. Davis, administrator of the Agricultural Adjustment Act. Farmers signing up would become eligible for the second and final 1933 payment and the 1934 and 1935 adjustment benefits. "The reopening, which applies to approximately 13,000,000 acres of uncontracted normal wheat land, follows many requests for such action from growers in practically all of the wheat growing States," Mr. Davis said.

#### WOOL MARKET STEADY.

There is only a moderate volume of business being transacted in the Boston wool market. Scattered small lots of several grades of domestic wools are being sold at steady prices. A large percentage of the calls are on average French combings 64s and finer territory wools in bags at 82@84c, scoured basis. In other greasy lines the bulk of the demand is on 48s 50s quarter blood at 69@71c, scoured basis, for strictly combing fleeces and at 72@74c, scoured basis, for strictly combing territory lines. Low quarter bloods 46s territory wool has been sold this week at 62@65c, scoured basis.

Domestic wools were quoted as follows:

Domestic fleeces, grease basis—	
Ohio & Penn., fine delaine	28 @28
Ohio & Penn., fine delaine	35 @37
Ohio & Penn., 1/4 blood, combing	36 @37
Ohio & Penn., 1/4 blood, clothing	31 @32
Ohio & Penn., 1/4 combing	42 @43
Ohio & Penn., 1/4 combing	41 @42
Ohio & Penn., 1/4 clothing	37 @38
Low, 1/4 combing	34 @36
Territory, clean basis—	
Fine staple	86 @88
Fine, fine French, combing	82 @84
Fine, fine medium, clothing	80 @81
1/2 blood, staple	83 @85
1/2 blood, staple	81 @83
1/2 blood, staple	73 @75
Low, 1/4 blood	65 @67
Texas, clean basis—	
Choice, 12 months	86 @88
Average, 12 months	83 @85
Fine, 8 months	78 @80
Fall	72 @73
California, clean basis—	
Northern	73 @76
Southern	72 @73
Pulled, scoured—	
Choice AA	98 @1.02
AA	95 @97
Fine A	90 @92
A super	85 @87
B super	73 @80
C super	68 @72

#### FERTILIZER TRADE ZONES.

Application of the Fertilizer Recovery Committee for the establishment of certain trade zones in connection with the code of fair competition for the fertilizer industry has been approved by the NRA. Provision is made in the code for the zoning of the country and to change these zones, with the approval of the administrator, from time to time. The code as approved carries a schedule of zones. The changes and sub-divisions of those zones are those now approved by the administrator. The newly-drawn lines have resulted in the shifting of territory in fifteen states, the District of Columbia and Puerto Rico.

#### FERTILIZER COST FORMULA.

A cost accounting formula for the fertilizer industry has been approved by the NRA, pursuant to application of the recovery committee of the industry under its code. The formula becomes effective two weeks from February 24, 1934.

#### LARD AND GREASE EXPORTS.

Exports of lard from New York City, Feb. 1, 1934, to Feb. 28, 1934, totaled 9,813,680 lbs.; tallow, 2,612,000 lbs.; greases, 120,000 lbs.; stearine, 475,600 lbs.

#### PORK TRIMMING VALUES.

Is your pork trimming foreman familiar with values? Perhaps he ought to read "PORK PACKING," The National Provisioner's latest book.

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—A very firm situation continued to rule the market for tallow in the east the past week. A fair consumer demand and limited offerings accounted for the market's action. While there were rumors from time to time of a little export business passing, most factors reported bids in the market, but below a workable basis. However, in the local trade extra sold at 3½¢ f.o.b. in a fair way, possibly 300,000 to 400,000 lbs. changing hands during the week. The trade however, was not inclined to give out the turnover from day to day. Exchange rates held rather steadily, and this, with the possibilities of foreign trade, and a very well sold up position on the part of producers, made for a situation where tallow continued a sellers market. At New York special was quoted at 3½¢, extra 3½¢ and edible at 4@4½¢.

At Chicago, large producers sold good quantity prime packers tallow and special tallow for March delivery at a slight advance over last trading prices. Market very firm on tallows with offerings light, both large and small producers. Good buying interest. Edible was quoted at 4¢, fancy 3½¢@3½¢, prime packers 3½¢@3½¢, No. 1 at 3½¢@3½¢, No. 2 at 3¢.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, December-March shipment, was unchanged during the week at 19s 3d, while Australian good mixed, February-March shipment, at Liverpool was unchanged at 18s 6d.

**STEARINE**—The market was moderately active and about steady at New York with the last business in oleo at 5½¢ and with the market quoted at 5½¢@5½¢. At Chicago, the tone was fairly steady, with oleo 5½¢, last paid.

**OLEO OIL**—There was more activity in this quarter the past week with sales at New York recently estimated at around 3,000 tierces. The market was rather firm with extra New York 5½¢@5½¢, prime 5@5½¢ and lower grades 4½¢. Some of the sales were believed to have been for foreign account. At Chicago, the market was fairly active and firmer, with extra quoted at 5½¢.

See page 38 for later markets.

**LARD OIL**—Demand was fair but routine and the market steady and unchanged at New York with prime quoted at 9½¢, extra winter 8¢, extra 7½¢, extra No. 1 at 7½¢, No. 1 at 7¢, and No. 2 at 6½¢.

**NEATSFOOT OIL**—Demand was moderate but the market was very steady with raw materials. Pure, New York, was quoted at 13¢, extra 7½¢, extra No. 1 at 7½¢, and cold test at 16½¢.

**GREASES**—In the grease markets at New York the past week a fair business was reported to have passed in

house grease and a moderate trade in yellow, at firm prices. Consumer demand was fairly good, and offerings were moderate, as producers continue in a rather well sold up condition. Strength in tallow further firmed producers' ideas and again it was apparent that where consumers needed greases, the full market had to be paid. Very little was learned in the way of export interest but there appeared to be foreign inquiry in the market at times.

On the whole the producer again this week appeared to have the advantage. At New York house was quoted at 3½¢ delivered, yellow 3½¢@3½¢, A white 3½¢@3½¢, B white 3½¢@3½¢ and choice white 4@4½¢.

At Chicago, the market was firm on greases of all grades. Choice white sold for prompt at 3½¢ Chicago and 3½¢ Cincinnati, April shipment. Good inquiries for yellow grease, 10@15 a, bidding 3½¢ Chicago shipment second half March; offered at 3½¢.

## By-Products Markets

Chicago, March 1, 1934.

### Blood.

Prices steady with last week.

	Unit	Ammonia.
Ground .....	@8.00	
Unground .....	@ 2.95	

### Digester Feed Tankage Materials.

Demand somewhat better and prices a little stronger.

	Unit	Ammonia.
Unground, 10 to 12% ammonia..	\$2.50@2.75	10c
Unground, 8 to 10% ammonia...	2.56@2.80	10c
Liquid stick .....	@2.25	

### Dry Rendered Tankage.

Demand is fair. Prices steady with last week.

Hard pressed and exp. unground per unit protein .....	\$.55@.60
Soft prod. pork, ac. grease & quality, ton .....	@30.00
Soft prod. beef, ac. grease & quality, ton .....	@25.00

### Packinghouse Feeds.

Demand continues fair and market firm. Raw bone meal continues to be offered at \$35.00.

	Per Ton.
Digester tankage meat meal.....	\$35.00@37.50
Meat and bone scraps, 50% .....	37.50@40.00
Steam bone meal, 65%, special feed-ing per ton .....	@27.50
Raw bone meal for feeding.....	@35.00

## Fertilizer Materials.

Situation in this market unchanged.

High grd. tankage, ground, 10@12% am. ....	\$ 2.30 @ 2.40
Bone tankage, ungrd., low gd., per ton .....	@18.00
Hoof meal .....	@ 2.60

### Bone Meals (Fertilizer Grades.)

Little change in market. Prices nominal.

Steam, ground, 3 & 50 .....	\$18.00@20.00
Steam, unground, 3 & 50 .....	15.00@17.00

### Horns, Bones and Hoofs.

Interest appears to be picking up. Prices nominal.

Horns, according to grade.....	\$80.00@90.00
Mfg. shin bones .....	55.00@85.00
Cattle hoofs .....	30.00@35.00
Junk bones .....	14.00@15.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

### Gelatine and Glue Stocks.

Market somewhat more active. Prices nominal.

	Per ton.
Kip stock .....	\$10.00@12.00
Calft stock .....	12.00@15.00
Sinews, plizies .....	@22.50
Horn piths .....	16.00@17.00
Cattle jaws, and knuckles.....	21.00@23.00
Hide trimmings (new style) .....	8.00 @ 8.00
Hide trimmings (old style) .....	8.00@10.00
Pig skin scraps and trim, per lb.....	3¼ @ 3½¢

### Animal Hair.

Market steady with last week.

Summer coil and field dried.....	¾ @ 1c
Winter coil dried.....	1.75 @ 2¼c
Processed, black, winter, per lb.....	5¼ @ 6c
Processed, grey, winter, per lb.....	4 @ 5c
Cattle switches, each* .....	1¼ @ 2¼c

\*According to count.

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Mar. 1, 1934.

Ground tankage sold at \$2.75 & 10c and unground at \$2.50 & 10c f.o.b. local shipping points, for February-March delivery. These prices also represent present quotations.

Ground dried blood sold at \$3.10 per unit and one car sold at \$3.25 per unit f.o.b. New York, prompt shipment. South American is offered at \$3.05 per unit c.i.f. U. S. ports for March-April shipment from South America.

The heavy snow storms have delayed deliveries of mixed fertilizer by fertilizer manufacturers. They are not taking on much in the way of raw materials.



## Automatic TEMPERATURE CONTROL

**FOR Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.**

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40 Years of Specialization in Temperature Control  
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# POWERS REGULATOR CO.



## SALES AND COLLECTIONS UP.

Collection and sales conditions in 112 major markets of the United States reflected a definite betterment in business conditions, according to the February survey of the National Association of Credit Men, with a more marked improvement than was evident in the January survey.

Based on reports from branch offices in these markets in every state, the survey includes reports from banking, manufacturing and wholesaling lines. Eighteen cities report collections as good compared with fourteen reporting good in January. Twenty-six find sales in the good column compared with fourteen in January.

Cities reflecting good sales are Birmingham, Ala.; Little Rock, Ark.; San Diego, Cal.; Boise, Idaho; Springfield, Ill.; Cedar Rapids, and Waterloo, Iowa; Louisville, Ky.; Springfield and Worcester, Mass.; Duluth and St. Paul, Minn.; Helena, Mont.; Omaha, Nebr.; Albany, N. Y., and New York City; Charlotte, N. C.; Cincinnati and Columbus, Ohio; Oklahoma City, Okla.; Chattanooga, Tenn.; Austin, Houston and San Antonio, Tex.; Richmond, Va.; Charleston, W. Va.

Collections are reported good in Birmingham, Ala.; Little Rock, Ark.; Boise, Idaho; Cedar Rapids, Des Moines and Waterloo, Iowa; St. Louis, Mo.; Billings and Helena, Mont.; Omaha, Nebr.; Charlotte, N. C.; Grand Forks, N. D.; Columbus, O.; Chattanooga, Tenn.; Austin, Houston and San Antonio, Tex.; and Richmond, Va.

## PALMOLIVE ADDS TO SURPLUS.

Net income of Colgate-Palmolive-Peet Co. for the year ended December 31, 1933, totaled \$373,389, after depreciation, taxes and \$400,000 provision for special sales allowance. Reflecting depreciation of the American dollar in 1933, the company added \$1,302,906 to surplus as a credit arising from conversion of net working capital of foreign subsidiaries and branches to dollars at the end of the year. Sales declined 8 per cent, totaling \$62,313,660 against \$67,141,303 the previous year.

Return has been made by the Colgate-Palmolive-Peet Co. to the Colgate sales policies which include the elimination of all special deals and varying discounts. Under this plan the maximum discount can be earned by any distributor who buys in quantities of \$25 or more.

## PROPOSE MARGARINE CONTROL.

Control of the margarine industry in Czechoslovakia is proposed by the ministry of agriculture through legislation taxing artificial edible oils 6.62c per pound (3 crowns per kilo). Still higher taxes would apply to edible oils. Of the funds so secured, 30 per cent would be used to promote cattle production. Margarine production would be limited to 44,000 short tons, with no new factories to be started without an official permit. Margarine plants would be required to utilize lard to the extent of 5 per cent of the total output, using domestic material wherever possible. Considerable opposition to the proposed legislation is reported in parliament.

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Mar. 1, 1934.—Markets were irregular with slightly lower tendency. Crude was steady at 4¼c lb. for Valley and 4c lb. for Texas for deferred positions. Slightly less was bid for quick and immediate shipments. Bleachable was dull at 4¼c lb. loose New Orleans. Soapstock was unchanged. Majority are still expecting good advances for the balance of the season as pending legislation crystallizes. Soapstock was firmer with southern refiners holding for one cent mid-west on account of recent higher tallow and grease markets.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 1, 1934.—Crude cottonseed oil, 4@4¼c lb.; forty-one per cent protein cottonseed meal, \$23.50; loose cottonseed hulls, \$8.00.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Mar. 1, 1934.—Prime cottonseed oil, 4c lb.; forty-three per cent meal, \$23.75; hulls, \$10.00.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Feb. 28, 1934.

Cottonseed meal was dull and traders too far apart in their views to make for any volume. The opening from a price standpoint was somewhat irregular with March selling at \$23.70 or 5c over Tuesday's close. While price change for the day was only nominal March held firmer than the balance of the list. The close was easier at declines of 5c to 25c.

Although cottonseed was dull and inactive, a better selling interest was noticeable with offers again somewhat lower but not sufficiently attractive as to make for trading. The close was quiet at a decline of 25c to \$1.00.

## NEW MARGARINE BILL.

Protection for margarine is provided in a bill introduced in the House of Representatives on February 16 by Representative Kleberg of Texas. It imposes a tax of 10c a pound on margarine containing imported oils and provides that the wholesale and retail license provisions of the present margarine law be repealed.

Other provisions of the bill call for the control of vegetable oil margarines by the U. S. Bureau of Animal Industry under the meat inspection act; for margarine to be packed only in cartons for retail sale to consumers; for prohibition of false advertising over the radio and in newspapers, as well as on labels; for making the words "margarine" and "oleomargarine" synonymous; and for fixing a standard of 82½ per cent fat for margarine.

The bill was referred to the committee on agriculture and ordered to be printed. It is sponsored by cottonseed oil and livestock interests.

## COTTON OIL TRADING.

COTTONSEED OIL — Demand was moderate but offerings were light, and prices fluctuated with futures. Southeast crude 4¼c sales and bid, Valley 4¼c nominal and Texas 4@4¼c nominal.

Market transactions at New York:

Friday, February 23, 1934.

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot .....				a ....
Feb. ....				500 a Bid
Mar. ....	20	522	509	508 a Bid
Apr. ....				510 a 535
May ....	10	545	541	541 a trad
June ....				545 a 560
July ....	19	573	565	563 a 566
Aug. ....				565 a 580
Sept. ....	26	591	583	583 a 586

Sales, including switches, 75 contracts. Southeast crude, 4¼@4½c.

Saturday, February 24, 1934.

Spot .....				a ....
Feb. ....				505 a Bid
Mar. ....	15	512	511	512 a trad
Apr. ....				515 a 535
May ....				536 a 539
June ....				540 a 560
July ....	6	563	563	563 a trad
Aug. ....	1	575	575	565 a 580
Sept. ....	18	583	580	582 a 583

Sales, including switches, 44 contracts. Southeast crude, 4¼@4½c.

Monday, February 26, 1934.

Spot .....				a ....
Mar. ....	11	510	505	508 a 520
Apr. ....				510 a 530
May ....	13	534	530	532 a 534
June ....				535 a 555
July ....	18	560	555	558 a trad
Aug. ....				560 a 575
Sept. ....	23	580	575	575 a 577
Oct. ....	1	590	590	579 a 585

Sales, including switches, 67 contracts. Southeast crude, 4¼@4½c.

Tuesday, February 27, 1934.

Spot .....				a ....
Mar. ....				508 a 518
Apr. ....				510 a 520
May ....	1	531	531	530 a 535
June ....				530 a 550
July ....	4	557	554	557 a 558
Aug. ....				560 a 575
Sept. ....	9	575	570	574 a 576
Oct. ....				576 a 580

Sales, including switches, 15 contracts. Southeast crude, 4.30c nominal.

Wednesday, February 28, 1934.

Spot .....				a ....
Mar. ....				505 a 508
Apr. ....				505 a 514
May ....	6	533	529	524 a 529
June ....				525 a 545
July ....	9	557	549	549 a 551
Aug. ....	2	560	556	550 a 561
Sept. ....	9	576	570	570 a trad
Oct. ....				572 a 580

Sales, including switches, 28 contracts. Southeast crude, 4¼c bid.

## COTTON OIL MILL MEN TO MEET.

Cotton oil mill superintendents will hold the forty-first annual convention of the National Oil Mill Superintendents' Association on May 29, 30 and 31, 1934. The Tri-States Oil Mill Superintendents' Association will hold their convention June 14, 15 and 16. In both cases convention cities are not yet announced.



# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Fair—Market Steady—Sentiment More Mixed—Cash Trade Routine—Crude About Steady—Uncertainty Over Cotton Bill a Factor—Cotton Acreage Reduction Goal Reached.**

Operations in cotton oil futures were on a fairly good scale the past week, but trade was somewhat more moderate than during the past few weeks. Under-tone was steady, however, prices fluctuating over modest limits from day to day and holding not far from the best levels of the season reached a short while back.

Sentiment was a little more divided, and operations were more mixed, but there was no particular tendency in evidence to press the market for a decline at this time. However, uncertainties as to the cotton crop control bill led to some evening up to await developments. This, with a more irregular trend in allied and other markets, served to stay the advance in oil for the time being at least.

The cash situation appeared routine, and there was little or nothing in the lard situation to greatly influence oil. At the same time, there was nothing new regarding the proposed additional coconut oil tax. The result was that the trade took an awaiting attitude.

### Legislation Creating Uncertainties.

Commission houses were on both sides. Some hedge pressure on the late months was apparent from time to time, but selling appeared to be done very cautiously. Professionals were first on one side and then on the other, reflecting the outside developments. Switching from March to the later months continued in the way of refining interests transferring hedges. Longs in the spot month continued to go over to the futures.

Deliveries on March contracts have

been disappointingly small thus far. Only a few tenders made their appearance the first two or three days, whereas there had been predictions of heavy deliveries. A fair sized open interest exists in March, with some indications that wintry weather interrupted tendering of oil on contract. The tenders that came out were readily stopped by local factors, and there were indications that local spot handlers wanted more oil on March contract.

Quite a little pressure developed when cotton weakened sharply on reports that the House agriculture committee was revising the Bankhead cotton control bill. Reports were that the committee proposed to limit the crop to 10 million bales, whereas the original intention was to limit production to 9 million bales. The limited production in both cases, however, apparently does not apply to the size of the crop to be produced on the farm, but rather to the number of bales that will be allowed into commercial channels without a heavy penalty of some kind or other.

Little was learned regarding the bill during the week, and it was the uncertainty of getting the bill out of committee in the House that created the uncertainty that prevailed and brought about a tendency to await developments.

On the other hand, the AAA indicated that as far as the acreage reduction program was concerned, the Government had sufficient farmers signed up to bring about a cut in the area of about 15,000,000 acres or so. This was very favorably construed. On the other hand, reports were current from the South that farmers who heretofore raised other crops, and who have not signed up with the Government were thinking about putting their land into cotton.

### Cash Oil Trade Fair.

It is just such developments as the latter that apparently have delayed the control bill in the House agriculture committee, it being unofficially understood that some plan was being worked out to control acreages not signed up.

The South experienced more or less moisture and decidedly lower temperatures during the week. The former served to quiet the drought talk that has been current. The low temperatures were believed to have adversely affected the hibernating weevil.

Cash oil trade appears to be on a fair average scale. There was very little pressure of seed or crude during the week. Crude markets, however, eased  $\frac{1}{8}$ @ $\frac{1}{4}$ c from the highs with futures. Southeast,  $4\frac{1}{4}$ c sales and bid; Valley,  $4\frac{1}{4}$ c nominal; Texas,  $4\frac{1}{4}$ @ $\frac{1}{4}$ c.

**COCOANUT OIL**—Trade was small and routine during the week, and the market was unchanged. Trade was awaiting Washington developments. At New York, tanks were quoted  $2\frac{1}{2}$ c. At the Pacific Coast, tanks were quoted  $2\frac{1}{2}$ @ $2\frac{1}{2}$ c.

**CORN OIL**—Market ruled firm. Last business was  $4\frac{1}{2}$ c Chicago, and the market was quoted steady at that level.

**SOYA BEAN OIL**—Offerings were light. Market was reported much firmer and quoted at  $6\frac{1}{2}$ @ $\frac{1}{2}$ c mills.

**PALM OIL**—Trade in this quarter remained quiet, but the market was steady owing to lack of pressure from first hands. At New York, prices were nominal: spot Nigre,  $3\frac{1}{2}$ c; shipment Nigre, 3.20c;  $12\frac{1}{2}$  per cent acid, 2.90c; 20 per cent acid, 2.80@2.95c; Sumatra,  $2\frac{1}{2}$ @2.95c.

**PALM KERNEL OIL**—Market dull and quoted nominally at  $2\frac{1}{2}$ @ $2\frac{1}{4}$ c at New York.

**OLIVE OIL FOOTS**—Market was quiet throughout the week, but offerings were light and rather steadily held. Spot and shipment at New York were quoted at  $6\frac{1}{2}$ @ $\frac{1}{2}$ c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Interest was limited, but the market was steady and quoted at  $4\frac{1}{4}$ @ $\frac{1}{4}$ c mills.

### HULL OIL MARKETS.

Hull, England, Feb. 28, 1934.—(By Cable.)—Refined cottonseed oil, 15s 6d; Egyptian crude cottonseed oil, 13s 6d.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company** Chicago, Illinois

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**

# Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were firmer the latter part of the week on a stronger cash situation, prospects for a lighter hog movement during the next few weeks and only moderate gains in the Chicago lard stocks during February. Hogs are steadier at a top of \$4.90.

### Cottonseed Oil.

Cotton oil is quiet and steady on some buying strength in cotton, due to introduction of Bankhead cotton control bill in House and a better lard market. Crude is unchanged; Southeast, 4½¢ lb. bid; Valley, 4½¢ lb. nominal; Texas, 4@4½¢ lb.

Quotations on bleachable cottonseed oil at New York Friday noon were: March, \$5.17@5.30; April, \$5.20@5.30; May, \$5.38@5.40; June, \$5.40@5.60; July, \$5.62@5.64; Aug., \$5.63@5.80; Sept., \$5.82@5.83; Oct., \$5.82@5.90.

### Tallow.

Tallow, extra, 3½¢ lb. f.o.b.

### Stearine.

Stearine, 5¢@5½¢ lb. plants.

### Friday's Lard Markets.

New York, Mar. 1, 1934. — Lard, prime western, \$6.95@7.05; middle western, \$6.75@6.85, tax included; city, 5½¢; refined Continent, 5¢@5½¢; South American, 5¢@6¢; Brazil kegs, 6@6½¢; compound, car lots, 7½¢; excluding tax.

## LARD AND BACON EXPORTS.

Lard exports through the port of New York during the first four days of the current week totaled 2,236,974 lbs. and bacon and ham exports 216,500 lbs. During the week ended February 24, exports from Atlantic and Gulf ports totaled 4,823,024 lbs. of lard against 7,975,960 the previous week. For the packer fiscal year to date exports of lard totaled 138,853,595 against 187,355,365 in the like period of 1932-33.

Bacon and ham exports for the week ended February 24 totaled 3,689,950 lbs. against 1,395,150 the previous week. For the fiscal year exports of these products total 42,370,350 against 24,737,200 a year ago.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Mar. 1, 1934, show exports from that country were as follows: To the United Kingdom, 157,444 quarters; to the Continent, 9,928. Exports the previous week were: To England, 80,893 quarters; to Continent, 5,487.

## WATCH YOUR GREASE TANK.

Does your grease tank get items from your offal floor that should go to the lard tank? Give your foreman a copy of "PORK PACKING," The National Provisioner's latest book.

## Meat and Lard Stocks

Little change was shown in the stocks of meat and lard on hand at the seven principal markets on March 1 compared with those of a month earlier. When compared with a year ago, stocks are considerably larger. Pickled meat stocks show a slight decline while dry salt stocks increased some 4,000,000 lbs. during the month. Lard also showed a small increase of about 8,000,000 lbs. Some slowing up in lard exports contributed to this situation.

Pickled bellies and picnics showed slight increases during the month while stocks of S. P. regular and skinned hams declined slightly. Both D. S. bellies and fat backs showed a gain, believed due to slowing up of southern demand.

With a prospective decline in hog runs and with a decrease in the average weight of hogs already apparent, accumulations of meat and lard now on hand are not burdensome.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on February 28, 1934, with comparisons as specially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	Feb. 28, 1934.	Jan. 31, 1934.	Feb. 28, 1933.
Total S. P.			
meats	205,710,508	208,633,418	179,777,504
Total D. S.			
meats	54,470,209	50,717,574	36,196,308
Total all			
meats	276,114,715	276,293,707	226,870,811
P. S.			
lard	122,727,701	113,320,431	18,836,817
Other			
lard	12,172,476	13,525,663	12,403,717
Total	134,900,177	126,846,094	31,240,534
S. P.			
regular			
hams	51,526,478	54,884,112	49,070,015
S. P.			
skinned			
hams	75,598,046	76,755,380	51,940,806
S. P.			
bellies	58,336,138	57,495,308	53,306,111
S. P.			
picnics	20,065,046	19,142,587	25,196,723
D. S.			
bellies	38,762,119	36,299,364	26,090,374
D. S. fat			
backs	13,110,372	12,421,643	9,244,872

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended February 24, 1934, were 4,331,000 lbs.; previous week, 4,699,000 lbs.; same week last year, 3,497,000 lbs.; from January 1 to February 24 this year, 37,975,000 lbs.; same period a year ago, 33,762,000 lbs.

Shipments of hides from Chicago for the week ended February 24, 1934, were 4,054,000 lbs.; previous week, 4,926,000 lbs.; same week last year, 2,917,000 lbs.; from January 1 to February 24 this year, 35,068,000 lbs.; same period a year ago, 35,645,000 lbs.

## BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, March 2, 1934.—General market firm, with good demand for hams. Picnics slow. Lard trade improving.

Friday's prices were as follows: Hams, American cut, 95s; hams, long cut, exhausted; Liverpool, shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, exhausted; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 84s; Canadian Cumberlands, 74s. Spot lard was quoted 31s.

## LIVERPOOL PROVISION STOCKS.

On hand March 1, 1934, with comparisons, estimated by Liverpool Trade Association:

	Mar. 1, 1934.	Feb. 1, 1934.	Mar. 1, 1933.
Bacon, lbs.	157,472	28,448	706,400
Hams, lbs.	127,456	48,384	1,362,490
Shoulders, lbs.		13,776	
Butter, cwt.	4,135	8,267	7,633
Cheese, cwt.	18,650	19,000	14,341
Lard, steam, tierces	315	1,472	588
Lard, refined, tons	4,204	4,496	1,198

## LIVERPOOL PROVISION MARKETS.

Arrivals of continental bacon in the United Kingdom totaled 54,094 bales for the week ended February 15, 51,033 bales the previous week and 70,380 at the same time a year ago. Prices of first quality product at Liverpool for the week ended February 15, with comparisons, was quoted as shown in the following table:

	Feb. 15, 1934.	Feb. 8, 1934.	Feb. 16, 1933.
American green bellies	Nom.	Nom.	9 6.78
Danish green sides	\$21.84	\$21.55	9.11
Canadian green sides	19.48	19.22	7.37
American short cut			
green hams	22.52	21.88	8.32
American refined lard	7.06	6.64	5.86

## GERMAN LARD AND FAT QUOTAS.

Establishment of a permit system applying to imported lard, fat-backs and tallow was announced by the German government last week. The new regulation was effective the morning of February 23. It was indicated that under this arrangement German importers will be required to secure permits before arranging for shipments of these products, with some sort of quota system against previous imports probable.

## GERMAN HOGS AND LARD.

Top hogs at Berlin for the week ended February 15, 1934, were quoted at \$15.06 against \$14.91 the previous week and \$7.46 at the same time a year ago. Lard in tierces at Hamburg was quoted at \$13.11 for the week ended February 15, \$12.04 the previous week and \$10.86 a year ago.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports for the week ended Feb. 24, 1934:

Week Ending	New York.	Boston.	Phila.
Feb. 24, 1934	6,114		
Feb. 17, 1934	34,555		
Feb. 10, 1934	17,412	5,000	
Feb. 3, 1934	16,688	50	2,742
	140,832	5,050	3,197
Feb. 25, 1933	6,800	75	7,896
Feb. 18, 1933	4,355		
	58,737	1,075	24,007

# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—Three packers moved a total of 70,000 hides this week, mostly Feb. take-off, at a half-cent decline. The movement ran mostly to Colorados and branded cows, with a scattering of native steers, butt branded steers and heavy native cows, and some extreme light native steers. After maintaining an easy appearance all week, the market is closing the week with a considerably firmer undertone, following the advance of 40@45 points on the Exchange, recovering a good part of the earlier loss. So far, the only result has been the movement of country extremes late this week at 9c, which figure was hardly obtainable earlier since this was the best bid during most of the week for packer light cows.

The market opened the week rather dull, with buyers bidding a half-cent down from last week on all descriptions. Local small packer association sold about 6,000 Feb. hides that basis late on the opening day, and three packers followed next day with about 50,000 hides, running well to Colorados and branded cows, with a few butts, native steers and heavy native cows included, but no light native cows. Extreme light native steers were sold in a small way and this description appeared firm. Buyers reduced their bids to 9c on light cows, attempting to establish a differential between these and native steers.

On the following day about 20,000 more hides were moved by the same three packers, mostly Colorados and branded cows; one packer has been standing aside for couple weeks.

There has been a fairly good leather business recently but shoe manufacturers and tanners have been handicapped by strikes and threats of strikes, which has tended to slow up trading.

Native steers sold at 9½c, and extreme light native steers 9½c. A few butt branded steers sold at 9½c, while Colorados moved in a good way at 9c. On this basis, heavy Texas steers quoted 9½c, light Texas 8½c, and extreme light Texas steers 9c.

Heavy native cows sold at 9c in a fair way. Buyers bidding 9c for light native cows, asking 9½c. Branded cows sold in a good way at 9c.

**SMALL PACKER HIDES**—A local small packer sold 6,000 Jan. all-weights, production of outside plants, at the close of last week at 9½c for native steers and cows and 8½c for branded.

Local small packer association late on the opening day of the week sold 650 Colorados at 9c, 1,500 heavy native cows 9c, 2,000 light native cows 9½c, and 2,000 branded cows 9c, all Feb. take-off, going to tanners; these prices a half-cent off from last week.

In the Pacific Coast market there was some trading at the close of last week, and further sales early this week at 8c flat for big packer steers and cows; small packers sold at 8c for steers and 7½c for cows, f.o.b. shipping points. Total sales about 60,000 hides, mostly Jan. take-off but including one lot of 20,000 Jan.-Feb.

**FOREIGN WET SALTED HIDES**—South American market quiet during most of the week. A late sale of 4,000 LaPlatas was reported going to Russia at 71 paper pesos, equal to 12c, c.i.f. New York, as against 74½ pesos or 12½@12½c paid last week.

**COUNTRY HIDES**—Occasional sales of country hides reported, but trading in general greatly restricted due to inability of dealers to buy at interior points at prices low enough to operate at the prices tanners are willing to pay for selections. All-weights generally quoted 7@7½c, selected, delivered, for untrimmed hides. Heavy steers and cows very dull and 6¼@6½c, nom. Buff reported sold at 7½c, trimmed, and untrimmed quoted about 7c. Extremes late reported sold at 9¼@9½c, trimmed, but with best bid 9c for packer light cows some are quoting 8@8½c for untrimmed country extremes and 8½@8½c for trimmed. Bulls and glues 4¼@4½c. All-weight branded 5½@5¾c, flat, less Chicago freight.

**CALFSKINS**—Last open trading on packer Dec.-Jan. calfskins was at 18c for preferred northern point heavies 9/15-lb., and 14c for Jan. lights under 9½-lb., with River points offered at the time at 16c.

Chicago city calfskins, 8/10-lb., last sold at 12c; car 10/15-lb. Detroit cities sold this week at 14c, steady with last week. Outside cities, 8/15-lb., quoted around 13c, nom.; mixed cities and countries about 12c, straight countries 9@9½c. Last sale of Chicago city light calf and deacons was at 85c in a good way.

**KIPSKINS**—Last open trading in packer kipskins was at 13c for Jan. northern natives and 12c for southern, with buyers' ideas a cent lower and quoted in that range.

Chicago city kipskins last sold at 11½c, with over-weights at 10½c. Outside cities about 11@11½c; mixed cities and countries 9¼@10c; straight countries 8½@9c.

Two packers sold 8,000 Feb. regular slunks late this week at 75c, or 5c advance.

**SHEEPSKINS**—Dry pelts quoted 17@18c for full wools, short wools about 12c, pieces and torn skins 7@8c. Offerings of packer shearlings still very light, due mainly to the recent long cold spell; last sales by one packer at 85c for No. 1's, 70c for No. 2's, and 55c for clips, while another packer is reported to have secured 5c more for the two lower grades. Small packer shearlings moving considerably under these prices, with buyers' ideas generally 50@60c for No. 1's, and 30@40c for No. 2's. Pickled skins moved in a fairly good way last week at \$3.75 per doz. straight run of packer lamb at Chicago and some killers fairly well cleaned up to end of Feb. Packer wool pelts quotable \$2.75 @2.85 per cwt. live lamb. Outside small packer lamb pelts moving around \$2.00, with small ones out.

## New York.

**PACKER HIDES**—No further activity reported on February hides, since the sales by two packers of Feb. production at 10c for native and butt branded steers and 9½c for Colorados,

but market quotable nominally a half-cent lower, on a parity with western market.

**CALFSKINS**—Calfskin market about unchanged early, when one packer sold 1,500 of the 5-7's at \$1.25, steady with a sale at the close of last week; collectors' 5-7's last sold at \$1.15. The 7-9's last sold at \$1.50@1.70, and 9-12's \$2.30@2.40, as to packers' and collectors' calf, with packer 12/17 veal kips last moved at \$2.70.

## N. Y. HIDE FUTURE PRICES.

Saturday, Feb. 24, 1934—Close: Mar. 9.20b; June 10.75@10.80; Sept. 11.20 sale; Dec. 11.65b; sales 26 lots. Closing 10@15 points lower.

Monday, Feb. 26, 1934—Close: Mar. 8.90@9.00; June 10.60 sale; Sept. 11.00 @11.15; Dec. 11.55 sale; sales 50 lots. Closing 10@30 points lower than Saturday.

Tuesday, Feb. 27, 1934—Close: Mar. 8.75n; June 10.46@10.50; Sept. 11.00 sale; Dec. 11.40n; sales 21 lots. Closing unchanged to 15 points lower.

Wednesday, Feb. 28, 1934—Close: Mar. 8.45n; June 10.20@10.30; Sept. 10.70@10.80; Dec. 11.15@11.30; sales 28 lots. Closing 25@30 points lower.

Thursday, Mar. 1, 1934—Close: Mar. 8.45n; June 10.20@10.30; Sept. 10.70@10.80; Dec. 11.25 sale; sales 14 lots. Closing unchanged to 10 points higher.

Friday, Mar. 2, 1934—Close: Mar. 8.85n; June 10.60b; Sept. 11.15@11.20; Dec. 11.65 sale; sales 11 lots. Closing 40@45 points higher.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Mar. 2, 1934, with comparisons, are reported as follows:

	PACKER HIDES.		Cor. week, 1933.
	Week ended Mar. 2.	Prev. week.	
Spr. nat. str.	9½@10n	10 @10½	4½ @ 5n
Hvy. nat. str.	@ 9½	@ 10	@ 4½
Hvy. Tex. str.	@ 9½n	@ 10	@ 4½
Hvy. butt brnd'd str.	@ 9½	@ 10	@ 4½
Hvy. Col. str.	@ 9	@ 9½	@ 4
Ex-light Tex. str.	@ 9	@ 9½	@ 4
Brnd'd cows.	@ 9	@ 9½	@ 4
Hvy. nat. cows	@ 9	@ 9½	@ 4
Lt. nat. cows	@ 9	@ 10	4½ @ 4½
Nat. bulls	6¼ @ 6½n	@ 6½n	@ 3½
Brnd'd bulls.	@ 8n	@ 8n	@ 3n
Calfskins	14 @18n	14 @18n	7 @ 8½n
Kips, nat.	12 @13	@13	@ 7
Kips, ov-wt.	11 @12	@12	@ 6
Kips, brnd'd.	9½@10	10 @10½n	@ 5
Slunks, reg.	70 @75	70 @75	37½ @40
Slunks, hrls.	40 @50	45 @50	@30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

Nat. all-wts.	@ 9½	9½@10n	4 @ 4½
Branded	@ 8½	9 @ 9½n	@ 4
Nat. bulls	6 @ 6½n	@ 6½n	@ 3½
Brnd'd bulls.	5½ @ 6n	@ 6n	@ 3
Calfskins	12 @14	12 @14	6 @ 8½b
Kips	@11½	@11½	@ 6½
Slunks, reg.	55 @60	55 @60	@35
Slunks, hrls.	30 @35	30 @35n	@25

## COUNTRY HIDES.

Hvy. steers	6¼ @ 6½	@ 6½n	3½ @ 3½
Hvy. cows	6¼ @ 6½	@ 6½n	3½ @ 3½
Bulls	7 @ 7½	7½ @ 8	4 @ 4½
Extremes	8 @ 9n	9 @ 9½	4½ @ 4½
Bulls	4½ @ 4½	@ 4½	2½ @ 2½
Calfskins	@ 9	@ 9	@ 4½
Kips	@ 8½	@ 8½	@ 4½
Light calf	50 @60n	50 @60n	25 @30n
Deacons	50 @60n	50 @60n	25 @30n
Slunks	@ 30n	@ 30n	@10n
Slunks, hrls.	@10n	@10n	@ 5n
Horsehides	2.85@3.40	2.85@3.40	1.65@2.00

## SHEEPSKINS.

Pkr. lambs	.....	.....	.....
Sml. pkr. lambs	1.85@2.00	1.75@2.00	45 @50
Pkr. shearings	@85	80 @90	@40
Dry pelts	17 @18	16½@17½	5½ @ 7



# Live Stock Markets

## CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Mar. 1, 1934.

**CATTLE**—Compared with last Friday: Fed steers and yearlings strong to 25c higher. Late downturns on weighty bullocks erased good share of week's upturn on steers, scaling 1,200 lbs. upward. Strictly good and choice yearlings and all grades weighty steers show maximum upturn. General market closed weak although outlet still broad for strictly grainfed steers and yearlings scaling up to 1,500 lbs. Week's top, \$7.50 on yearlings, numerous loads, \$7.00@7.40; 1,447-lb. bullocks, up to \$7.00, medium weights, \$7.25; bulk weighty steers, \$5.25@6.25, big weights, \$4.75@5.25; inbetween yearling heifers, weak to 25c lower. Better grades and common kinds steady. Cows 25c higher; bulls steady, and vealers 25@50c higher, latter class closing at \$6.50@7.50, few \$8.00. Short-feds predominated in steer and heifer run and most cows ran to cutter and common fat offerings. Strictly good cows sold up to \$4.00. Yearling heifers to \$6.50, mixed steers and heifers to \$7.00.

**HOGS**—Compared with last Friday: Light and medium weights 5@10c higher, heavies 10@20c lower, light lights and pigs 25@50c down, packing sows 30@40c off. Week's top \$4.95, highest since October, closing peak \$4.70. Late bulk 180 to 240 lbs., \$4.50@4.70; 250 to 300 lbs., \$4.35@4.50. Big weights down to \$4.15 and below; 160 to 180 lbs., unevenly \$4.00@4.60; most light lights eligible to \$3.50@4.00; good pigs \$2.50@3.00; packing sows \$3.50@3.90.

**SHEEP**—Compared with last Friday: Fat lambs 35@40c higher; sheep steady; reduced local and aggregate numbers principal factor in lamb advances. Fat lamb top reached late at \$10.15, highest since June, 1931, also highest for this season in four years. Closing bulk \$10.00@10.15; week's bulk \$9.75@10.15; clipped lambs \$8.25@8.50, a few fall shorns \$9.00. Lamb-weight yearling wethers \$9.50, also a new high.

## KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Mar. 1, 1934.

**CATTLE**—Demand was rather broad for fed steers scaling 1,150 lbs. and above, and most of this class are 25@

40c higher than last Friday, while general weight steers and yearlings are strong to 25c higher. Week's top reached \$7.00 on choice 994- and 1,128-lb. yearlings, while choice 1,490-lb. fed steers brought \$5.50. Most of the fed offerings cleared from \$4.50@6.25. Fed heifers and mixed yearlings closed steady to weak, with the demand limited. Slaughter cows are mostly 25c higher, and bulls are strong to 15c higher. Vealers opened the week higher but closed about steady; late top, \$6.50.

**HOGS**—Trade in hogs was extremely uneven during the week. Values were substantially higher on Monday under limited supply, but on later days considerable weakness developed and the early advance was more than erased. Thursday's market was very dull and sharply lower, which left final values around 25c lower than last Friday with some of the under weights off more. On Monday, top reached \$4.75, highest since early October. At close a similar kind had to sell at \$4.15. Packing sows ruled 15@25c off, with late bulk at \$3.50@3.85.

**SHEEP**—Fat lamb prices advanced fully 25c over last Friday. On the mid-week session choice fed lambs scored \$10.00, highest in nearly four years. At close, however, most more desirable fed lots cleared from \$9.65@9.85. Small lots of natives ranged from \$9.65 down, and fresh shorn offerings cashed at \$7.75@8.25. Mature sheep held steady; best fat ewes, \$5.25.

## ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Mar. 1, 1934.

**CATTLE**—Light receipts influenced considerable irregularity in cattle prices the current week. Compared with last Friday: Medium weight and heavy steers, 25@40c higher; light weight and low priced steers, steady to 25c higher; mixed yearlings and heifers, barely steady; cowstuff, unchanged; bulls, 15@25c higher; vealers, 50c higher. Steers averaging 1,106 lbs. scored a top of \$6.75; best yearling steers, \$6.50; bulk of steer sales, \$4.75@5.75; top mixed yearlings registered \$6.25; straight heifers, \$6.00; bulk of good and choice mixed yearlings and heifers, \$5.50@5.85; medium fleshed kinds, \$4.25@5.00. Most beef cows sold at \$3.00@3.50; top, \$4.25; low cutters, largely \$1.50@2.00. Sausage bulls closed period

at a top of \$3.40 after reaching a high of \$3.60 during week. Late top on vealers was \$7.25, compared with \$7.75 earlier.

**HOGS**—Porker values reached a \$5.00 top on Monday, highest since last October, but reacted to finish 10@25c lower than last Friday. Bulk of hogs sold Thursday at \$4.40@4.60; top, \$4.65; packing sows, \$3.40@3.65.

**SHEEP**—Fat lambs advanced a quarter during the period and reached the highest levels since early in June, 1931. Other classes were unchanged. Fat lambs bulked at \$9.50@10.00, later price packer top, although shippers and small killers paid up to \$10.25. Clipped lambs earned \$7.75@8.60; clipped yearlings, \$7.50@7.75; slaughter ewes, \$4.50@5.25.

## OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Mar. 1, 1934.

**CATTLE**—A strong undertone featured the market on fed steers and yearlings during the week, and with a free movement to shippers prices improved over Friday of last week. Weighty steers and medium weights gained fully 25c, with instances 25@50c higher. Yearlings and light steers are strong to 25c higher. Heifers held steady and cows advanced fully 25c. Bulls are about steady, and vealers strong. Choice 1,614-lb. steers sold at \$5.40; 1,313-lb. averages, \$6.50; 1,155-lb. weights, \$6.75, the week's top price.

**HOGS**—Compared with last Saturday, general hog market 30@40c lower. Extreme top Thursday, \$4.40, with the following bulks: 200 to 325 lbs., \$3.85@4.35; 160 to 190 lbs., \$3.75@4.10; 140 to 160 lbs., \$3.25@3.75; pigs, \$2.00@3.25; sows, \$3.50@3.85.

**SHEEP**—Lamb prices continued up and reached a new high level for the season. Compared with Friday, lamb and yearling prices fully 25c higher; matured sheep, strong. Thursday's fed woolled lambs sold \$9.25@9.75; top, \$9.90; fed clipped lambs, \$7.85@8.25; fall shorn lambs up to \$8.75; fed yearlings up to \$8.25; good and choice ewes, \$4.00@5.60.

## SIOUX CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Mar. 1, 1934.

**CATTLE**—Reliable demands throughout week brought mostly 25c higher slaughter steer and yearling values. Choice long yearlings topped at \$7.00, highest in 15 months. Medium weight beefs sold up to \$6.35, and heavy bullocks reached \$6.00. Most grainfeds turned at \$4.75@5.75. Heifer prices remained steady, but beef cows scored 25@50c advance. Good heifers went at \$5.00@5.50; most beef cows, \$3.00@3.75. Low cutters and cutters bulked at \$1.85@2.75. Bulls gained 25c, and medium grades reached \$3.00 freely. Vealers found a firm market; choice, \$5.50.

**HOGS**—Sharp price fluctuations featured outlet for moderate receipts. Under a weaker trend to provision trade, hog prices worked lower and compared with last Friday showed 20@30c decline. Thursday's practical top held at \$4.15, while bulk of 170- to 325-lb. weights ranged \$3.85@4.05. Big

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weight butchers sold down to \$3.70; most 140- to 160-lb. light lights, \$3.25 @ \$3.85; packing sows, mainly \$3.50 @ \$3.60.

**SHEEP**—Smaller receipts and a fairly broad demand brought about an advance of 15@25c on lambs as compared with last Friday. The week's top of \$9.90 produced a new high, with late bulk better grade lambs marked \$9.60 @ \$9.85. A few fall shorn cashed at \$8.75, while others recently shorn brought \$7.85. Supply of yearlings was scarce; best quoted to \$8.50. Fat ewes were fully steady; one load fed westerns at \$5.60; other odd lots, \$5.00 @ \$5.50.

## ST. JOSEPH

Reported by U. S. Bureau of Agricultural Economics.

St. Joseph, Mo., Mar. 1, 1934.

**CATTLE**—Medium weight and heavy steers are 25@50c higher for the week with lighter steers strong to 25c higher. Yearlings, including heifers, finished barely steady with last week's close. Top steers sold at \$6.50, scaling 947 and 1,114 lbs. No strictly choice long yearlings offered; choice 1,339-lb. steers, \$6.10; 1,447 lbs., \$5.35, both new highs for steers of these weights; bulk fed steers and yearlings, \$5.00@6.00, several loads \$6.15@6.25; some plain yearlings, down to \$4.00; choice 704-lb. heifers, \$6.00; bulk heifers, \$4.25@5.75. Cows sold fully 25c higher; bulls, 15@25c higher; vealers and calves, strong to 50c higher. Sorts and quality considered. Bulk beef cows, \$3.00@3.75, few \$4.00; cutter grades, \$2.00@2.75; bulls, \$2.75@3.00; top vealers, \$7.00.

**HOGS**—Following Monday's sharply higher market, hog prices have declined sharply in three days, today's trading being fully 60c below Monday on butcher hogs and 25@35c lower than last Friday. Sows were mostly 10c under Friday. Top hogs today brought \$4.15; bulk good and choice offerings, 150 to 350 lbs., \$4.00@4.15; medium and poorly finished light hogs, \$3.25@4.00; good pigs, \$3.00@3.75; sows, largely \$3.50@3.75.

**SHEEP**—Fat lambs prices reached a new season peak of \$10.00 at mid-week but were set back mostly 10 and 15c today; top woolled lambs, \$9.85. Market was very slow, with most offerings bid 25c lower and unsold at a late hour. Prices are 25@35c higher for the week on lambs; aged sheep, steady.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

St. Paul, Minn., March 1, 1934.

**CATTLE**—Steers and yearlings ruled steady to 25c higher, mostly 10@15c higher compared with Friday of last week. Steers with better finish showed the upturn, but plainer grade yearlings predominated. She stock and bulls were steady to strong, vealers mostly steady to occasionally 50c lower. Common and medium yearlings turned around \$4.00@5.50, a good kind up to \$6.00. Mediumweight fed steers earned \$4.25@5.50, choice offerings \$6.00@6.50. Good to choice heavy steers brought \$4.50@5.50. Heifers topped at \$6.10, bulk \$3.25@5.25. Most cows were lower grades at \$2.00@2.75, best up to \$3.75. Bulls sold up to \$3.00. Practical vealer top was \$6.50.

**HOGS**—Hog prices advanced early this week to a new high point for the year to date, then dropped back to the lowest basis since early in the month. At present better 170- to 280-lb. weights are selling at \$4.10@4.20, medium to good grades \$3.75@4.15, better 280 to 350 lbs., \$3.90@4.10, desirable 150 to 170 lbs., \$3.75@4.20, most 130 to 150 lbs., \$3.25@3.75. Slaughter pigs largely \$2.75@3.00, packing sows \$3.20@3.65.

**SHEEP**—Slaughter lambs are 25@50c higher than a week ago, and the highest since August, 1930. Today good to choice fed lambs sold at \$9.65@9.75, fat natives largely \$9.50, medium natives \$8.00@8.75. Fat native ewes earned \$3.50@5.00.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Feb. 24, 1934:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 24.....	195,000	567,000	247,000
Previous week .....	200,000	511,000	272,000
1933 .....	158,000	498,000	327,000
1932 .....	169,000	636,000	303,000
1931 .....	160,000	648,000	306,000
1930 .....	196,000	657,000	321,000
1929 .....	107,000	683,000	288,000

Hogs at 11 markets:

Week ended Feb. 24.....	494,000
Previous week .....	448,000
1933 .....	420,000
1932 .....	555,000
1931 .....	581,000
1930 .....	578,000
1929 .....	588,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Feb. 24.....	154,000	445,000	190,000
Previous week .....	160,000	390,000	201,000
1933 .....	123,000	366,000	238,000
1932 .....	132,000	501,000	261,000
1931 .....	123,000	514,000	279,000
1930 .....	150,000	527,000	248,000
1929 .....	128,000	516,000	208,000

## CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Mar. 1, 1934.

Hog trading this week at 22 concentration points and 7 packing plants in Iowa and Minnesota was very uneven. The sharp price advance gained Monday was more than lost by mid-week, but was partially regained Thursday. Current prices on butcher hogs are mostly 5c lower compared with last week's close, but light lights are off more; late bulk good to choice 180 to 260 lbs., \$4.00@4.30, a few at \$4.35; 270 to 300 lbs., mostly \$3.90@4.20; a few short haul big weights, under \$3.75; better grade light lights, \$3.15@4.00; most packing sows, \$3.25@3.70.

Receipts of hogs unloaded daily at these 22 concentration points and 7 packing plants for the week ended Mar. 1, were as follows:

	This week.	Last week.
Fri., Feb. 23.....	23,700	35,400
Sat., Feb. 24.....	28,900	29,600
Mon., Feb. 26.....	55,500	59,200
Tues., Feb. 27.....	19,200	14,200
Wed., Feb. 28.....	25,300	23,700
Thurs., March 1.....	16,100	31,300

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week Feb. 22:

### BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Feb. 22.	Prev. week.	Same week, 1933.
Toronto .....	\$ 6.50	\$ 6.50	\$ 4.75
Montreal .....	6.00	6.00	4.75
Winnipeg .....	5.25	5.25	3.30
Calgary .....	4.75	4.75	3.35
Edmonton .....	4.50	4.50	3.75
Prince Albert .....	4.00	3.75	....
Moose Jaw .....	4.50	5.00	3.25
Saskatoon .....	4.50	4.00	3.15

### VEAL CALVES.

	Week ended Feb. 22.	Prev. week.	Same week, 1933.
Toronto .....	\$ 9.50	\$10.00	\$ 7.75
Montreal .....	8.50	8.50	7.00
Winnipeg .....	7.50	8.00	6.00
Calgary .....	5.00	5.00	4.50
Edmonton .....	5.00	5.00	5.00
Prince Albert .....	....	....	....
Moose Jaw .....	6.50	5.50	5.50
Saskatoon .....	5.50	5.00	5.25

### SELECT BACON HOGS.

	Week ended Feb. 22.	Prev. week.	Same week, 1933.
Toronto .....	\$10.25	\$10.00	\$ 4.40
Montreal .....	10.25	9.75	4.60
Winnipeg .....	9.50	9.10	3.60
Calgary .....	9.15	8.60	3.25
Edmonton .....	9.40	9.00	3.20
Prince Albert .....	9.20	9.50	....
Moose Jaw .....	9.25	8.85	3.35
Saskatoon .....	9.20	8.80	3.30

### GOOD LAMBS.

	Week ended Feb. 22.	Prev. week.	Same week, 1933.
Toronto .....	\$ 8.00	\$ 8.25	\$ 6.50
Montreal .....	6.00	6.00	5.00
Winnipeg .....	6.75	6.75	5.00
Calgary .....	6.00	6.00	4.00
Edmonton .....	6.00	6.00	4.25
Prince Albert .....	4.25	....	....
Moose Jaw .....	6.00	5.50	4.25
Saskatoon .....	....	5.00	4.00

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# LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Thursday, March 1, 1934, as reported by the U. S. Bureau of Agricultural Economics:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Lt. lt. (140-160 lbs.) gd-ch.	\$3.50@4.25	\$3.40@4.50	\$3.25@4.00	\$3.25@4.15	\$3.25@4.20
Lt. wt. (160-180 lbs.) gd-ch.	4.00@4.60	4.00@4.55	3.50@4.25	3.75@4.15	4.00@4.20
(180-200 lbs.) gd-ch.	4.50@4.70	4.50@4.55	3.90@4.35	4.00@4.15	4.15@4.20
Med. wt. (200-220 lbs.) gd-ch.	4.60@4.70	4.50@4.55	3.95@4.40	4.00@4.15	4.15@4.20
(220-250 lbs.) gd-ch.	4.40@4.70	4.45@4.55	3.95@4.40	4.00@4.15	4.15@4.20
Hvy. wt. (250-290 lbs.) gd-ch.	4.30@4.50	4.35@4.50	3.85@4.40	4.00@4.15	4.05@4.20
(290-350 lbs.) gd-ch.	4.15@4.40	4.20@4.40	3.75@3.95	3.95@4.10	3.90@4.15
Pkg. sows (275-500 lbs.) med-ch.	3.75@3.90	3.50@3.75	3.50@3.80	3.75@3.90	3.50@3.65
(350-425 lbs.) good	3.60@3.85	3.40@3.65	3.50@3.55	3.60@3.75	3.40@3.60
(425-550 lbs.) good	3.50@3.70	3.25@3.60	3.40@3.50	3.45@3.60	3.25@3.50
(275-550 lbs.) good	3.40@3.75	3.15@3.60	3.40@3.50	3.40@3.60	3.20@3.60
Sitr. pigs (100-130 lbs.) gd-ch.	2.50@3.50	2.35@3.10	2.50@3.50	2.50@3.75	2.60@3.35
Av. cost & wt. Wed. (Pigs excl.)	4.36-219 lbs.	4.36-216 lbs.	4.12-240 lbs.	4.29-232 lbs.	

## Slaughter Cattle and Calves:

STEERS (600-900 LBS.):

Choice	7.00@7.50	6.50@7.00	6.80@7.10	6.50@7.15	6.35@6.85
Good	6.25@7.00	6.00@6.50	5.85@6.60	5.65@6.65	5.50@6.50
Medium	5.75@6.25	5.45@6.00	5.00@5.85	4.75@5.65	4.50@5.75
Common	4.00@5.25	3.75@4.75	3.75@5.00	3.75@4.75	3.50@4.75

STEERS (900-1100 LBS.):

Choice	7.00@7.50	6.50@7.00	6.50@7.10	6.50@7.15	6.15@6.85
Good	6.25@7.00	5.75@6.50	5.60@6.60	5.65@6.65	5.40@6.35
Medium	5.00@6.25	4.75@6.00	4.85@5.85	4.75@5.65	4.50@5.75
Common	4.00@5.25	3.75@4.75	3.75@5.00	3.75@4.75	3.50@4.75

STEERS (1100-1300 LBS.):

Choice	6.50@7.35	5.75@6.75	5.65@6.85	5.75@7.00	5.65@6.75
Good	5.25@6.50	5.00@6.50	5.00@6.50	5.00@6.35	5.00@6.00
Medium	4.75@6.00	4.00@5.75	4.25@5.60	4.50@5.75	4.15@5.25

STEERS (1300-1500 LBS.):

Choice	5.75@7.00	5.50@6.25	5.25@6.50	5.25@6.25	5.25@6.15
Good	4.75@6.50	4.50@5.75	4.25@5.65	4.60@5.75	4.25@5.65

HEIFERS (550-850 LBS.):

Choice	6.00@6.75	6.00@6.50	5.50@6.00	5.50@6.25	5.75@6.35
Good	5.00@6.00	5.00@6.00	4.65@5.60	4.95@5.60	5.00@5.75
Medium	3.75@5.00	3.25@5.00	3.10@4.65	3.00@4.75	3.00@5.00
Common	5.00@6.25		4.65@5.75	4.65@6.10	4.65@6.15

COWS:

Choice	3.50@5.25		3.10@4.65	3.00@4.65	3.00@5.00
Good	3.75@4.25	3.50@4.00	3.75@4.25	3.50@4.00	3.25@3.75
Com-med.	3.00@3.75	2.75@3.50	3.00@3.75	2.90@3.50	2.75@3.25
Low cutter and cutter	1.75@3.00	1.00@2.75	1.85@3.00	2.00@2.90	1.50@2.75

BULLS (YRLS. EX. BEEF):

Good-choice	3.25@3.75	3.25@3.75	2.85@3.50	3.15@3.40	2.50@3.00
Cul-med.	2.60@3.40	2.25@3.40	2.40@3.00	2.25@3.15	2.00@2.85

VEALERS (MILK-FED):

Good-choice	6.50@8.00	5.75@7.25	5.00@6.50	5.00@7.00	5.00@7.00
Medium	5.50@6.50	4.75@5.75	4.00@5.00	4.00@5.00	4.00@5.00
Cul-med.	4.00@5.50	2.50@4.75	3.00@4.00	3.00@4.00	2.00@4.00

CALVES (350-500 LBS.):

Good-choice	4.00@5.50	4.50@5.50	3.75@5.00	4.00@5.00	4.50@6.00
Cul-med.	3.00@4.00	2.50@4.50	2.25@3.75	2.75@4.00	3.00@4.50

Slaughter Sheep and Lambs:

LAMBS:

(90 lbs. down) gd-ch.	9.25@10.25	9.25@10.25	9.50@9.90	9.00@9.85	9.40@10.00
Com-med.	7.50@9.50	6.25@9.50	7.25@9.50	7.00@9.00	7.00@9.40
(90-98 lbs.) gd-ch.	8.50@10.15	9.00@10.25	9.00@9.90	8.75@9.85	9.15@10.00

YEARLING WETHERS:

(90-110 lbs.) gd-ch.	7.00@9.25	6.75@8.50	6.25@8.25	7.00@8.50	7.00@8.75
Medium	5.75@7.25	5.50@6.75	5.25@6.25	5.75@7.00	5.75@7.25

EWES:

(90-120 lbs.) gd-ch.	4.50@5.75	4.25@5.50	3.50@5.60	4.25@5.25	4.25@5.50
(120-150 lbs.) gd-ch.	3.75@5.00	3.50@5.00	3.25@5.00	4.00@5.00	3.75@5.00
(All weights) com-med.	3.00@4.50	2.75@4.25	2.25@3.50	2.00@4.25	2.75@4.25

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended February 24, 1934.

CATTLE.	Week ended Feb. 24, 1934.	Prev. week, 1933.	Cor. week, 1933.
Chicago	32,599	35,000	23,929
Kansas City	25,970	26,220	18,554
Omaha	19,967	21,848	15,220
East St. Louis	15,816	17,818	10,890
St. Joseph	8,616	9,308	5,990
St. Louis	10,582	10,641	7,239
Wichita	2,647	2,833	1,981
Fort Worth	5,396	6,396	3,854
Philadelphia	1,901	1,787	1,899
Indianapolis	2,170	2,091	1,306
New York & Jersey City	9,384	10,028	8,280
Oklahoma City	5,300	4,483	4,428
Cincinnati	3,377	3,581	3,143
Denver	10,696	10,513	3,071
St. Paul	10,696	10,513	3,071
Milwaukee	3,977	3,804	3,280
Total	161,328	169,207	123,188

HOGS.	Week ended Feb. 24, 1934.	Prev. week, 1933.	Cor. week, 1933.
Chicago	128,477	105,641	101,427
Kansas City	69,919	36,761	39,645
Omaha	67,567	32,778	45,614
East St. Louis	32,496	28,024	32,682
St. Joseph	35,498	23,748	22,220
St. Louis	37,852	38,145	30,610
Wichita	7,696	5,267	8,880
Fort Worth	9,079	7,457	6,506
Philadelphia	37,142	17,567	18,223
Indianapolis	13,751	12,910	13,186
New York & Jersey City	45,619	44,941	44,407
Oklahoma City	8,543	6,624	8,885

Cincinnati	13,053	14,649	18,754
Denver	4,410	5,715	7,759
St. Paul	25,892	23,210	24,196
Milwaukee	7,161	6,243	8,415
Total	543,945	429,688	432,430

SHEEP.	Week ended Feb. 24, 1934.	Prev. week, 1933.	Cor. week, 1933.
Chicago	54,670	48,937	67,015
Kansas City	27,009	26,974	32,767
Omaha	31,266	33,066	19,781
East St. Louis	5,186	3,640	7,061
St. Joseph	16,733	21,948	20,118
St. Louis	15,301	18,322	10,823
Wichita	2,855	1,354	2,710
Fort Worth	3,494	3,236	6,598
Philadelphia	4,512	4,585	6,134
Indianapolis	5,86	2,834	6,487
New York & Jersey City	51,843	68,044	63,180
Oklahoma City	461	355	1,615
Cincinnati	914	1,290	1,953
Denver	31,760	24,661	5,686
St. Paul	11,285	10,998	13,522
Milwaukee	699	678	716
Total	258,470	260,012	261,168

## NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Feb. 24, 1934:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,515	8,068	4,590	33,595
Central Union	3,534	1,606		8,469
New York	251	2,282	12,019	3,480
Total	8,300	11,956	16,609	45,550
Previous week	7,697	13,497	15,224	47,001
Two weeks ago	7,520	12,776	15,196	48,262

## RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 24, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	300	9,000	3,900
Kansas City	200	700	300
Omaha	100	3,000	2,000
St. Louis	200	4,000	100
St. Joseph	200	400	2,000
Sioux City	200	2,000	100
St. Paul	300	1,500	500
Fort Worth	100	200	100
Milwaukee	400	1,000	1,100
Denver	100	500	100
Wichita	200	500	200
Indianapolis	100	1,500	200
Pittsburgh	100	1,000	100
Cincinnati	200	2,800	100
Buffalo	300	600	100
Nashville	100	400	200
Oklahoma City	100	400	300

MONDAY, FEBRUARY 26, 1934.

Chicago	15,000	38,000	15,000
Kansas City	10,000	4,000	6,000
Omaha	6,000	11,000	8,500
St. Louis	1,500	8,000	2,000
St. Joseph	1,600	3,500	5,500
Sioux City	4,000	10,500	5,500
St. Paul	3,600	6,000	5,500
Fort Worth	1,500	1,000	1,000
Milwaukee	2,300	2,900	300
Denver	300	400	5,500
Louisville	300	400	600
Wichita	800	1,300	400
Indianapolis	400	3,000	300
Pittsburgh	300	5,000	600
Cincinnati	800	5,000	3,300
Buffalo	1,600	5,000	1,000
Cleveland	900	900	1,000
Nashville	500	700	200
Oklahoma City	1,400	800	1,000

TUESDAY, FEBRUARY 27, 1934.

Chicago	8,000	32,000	11,000
Kansas City	5,500	5,000	6,000
Omaha	7,500	18,000	11,500
St. Louis	2,500	8,000	1,500
St. Joseph	1,300	7,500	5,000
Sioux City	3,000	15,000	3,500
St. Paul	2,200	7,500	1,200
Fort Worth	1,000	400	300
Milwaukee	900	2,500	300
Denver	400	1,400	400
Louisville	300	700	300
Wichita	500	800	200
Indianapolis	1,200	8,000	1,300
Pittsburgh	300	1,000	100
Cincinnati	740	4,500	100
Buffalo	100	1,500	100
Cleveland	300	500	400
Nashville	200	500	100
Oklahoma City	1,900	600	100

WEDNESDAY, FEBRUARY 28, 1934.

Chicago	8,500	22,000	7,600
Kansas City	5,500	4,500	6,000
Omaha	5,500	15,000	9,000
St. Louis	3,000	13,500	1,800
St. Joseph	1,400	6,500	2,500
Sioux City	2,500	9,000	3,500
St. Paul	2,600	8,500	1,800
Fort Worth	1,500	800	400
Milwaukee	700	1,400	100
Denver	500	2,000	6,200
Louisville	400	800	100
Wichita	800	1,400	500
Indianapolis	1,300	8,000	900
Pittsburgh	900	600	200
Cincinnati	400	2,200	300
Buffalo	200	900	500
Cleveland	300	500	400
Nashville	300	500	200
Oklahoma City	1,400	1,000	200

THURSDAY, MARCH 1, 1934.

Chicago	7,000	15,000	10,000
Kansas City	3,500	4,500	



# PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, February 24, 1934, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,158	8,758	11,580
Swift & Co.	5,677	2,333	13,623
Morris & Co.	1,973	.....	2,871
Wilson & Co.	5,344	7,168	1,765
Geo. Amer. Prov. Co.	1,640	306	.....
G. H. Hammond Co.	2,618	1,796	.....
Libby, McNeill & Libby	570	.....	.....
Shippers	11,677	29,254	10,668
Others	6,369	37,030	4,781
Brennan Pkg. Co., 4,485 hogs; Independent Pkg. Co., 1,662 hogs; Boyd, Lunham & Co., 1,273 hogs; Hygrade Food Products Corp., 4,797 hogs; Agar Pkg. Co., 4,355 hogs.			
Total	42,494	8,028	103,157

50,296 sheep.  
Not including 1,782 cattle, 1,417 calves, 45,161 hogs and 15,069 sheep bought direct.

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,965	806	7,310	3,952
Cudahy Pkg. Co.	3,785	1,039	3,457	7,084
Morris & Co.	2,883	921	612	2,483
Wilson & Co.	3,381	1,056	8,694	6,548
Independent Pkg. Co.	3,240	1,099	3,852	5,309
Others	4,832	153	2,843	1,635
Total	20,896	5,074	27,135	27,006

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	6,062	23,371	6,603
Cudahy Pkg. Co.	4,218	16,496	10,127
Dold Pkg. Co.	1,898	1,045	2,899
Swift & Co.	5,323	14,066	7,953
Others	.....	22,030	.....
Eagle Pkg. Co., 12 cattle; Geo. Hoffman Pkg. Co., 37 cattle; Grt. Omaha Pkg. Co., 42 cattle; Omaha Pkg. Co., 86 cattle; J. Roth & Sons, 55 cattle; So. Omaha Pkg. Co., 62 cattle; Lincoln Pkg. Co., 330 cattle; Nagle Pkg. Co., 16 cattle; Sinclair Pkg. Co., 184 cattle; Wilson & Co., 1,095 cattle.			
Total	20,351	cattle and calves;	85,884

27,582 sheep.

## EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,927	1,559	6,094	2,779
Swift & Co.	2,851	3,019	4,376	1,882
Morris & Co.	1,158	1,216	.....	.....
Hunter Pkg. Co.	1,207	50	5,400	95
Hell Pkg. Co.	.....	1,694	.....	.....
Krey Pkg. Co.	.....	5,278	.....	.....
Shippers	1,820	2,860	2,148	2,148
Others	2,545	224	11,624	430
Total	11,567	8,928	51,021	7,334

Not including 2,078 cattle, 2,460 calves, 28,061 hogs and 984 sheep bought direct.

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Sieff Pkg. Co.	92	1	585	.....
Krey Pkg. Co.	.....	756	117	.....
Laclede Pkg. Co.	58	14	409	.....
Belesot Pkg. Co.	8	.....	5	13
Sokolik Pkg. Co.	29	33	.....	117
Glaser Pkg. Co.	8	139	.....	317
Shippers	230	64	155	12
Others	.....	.....	.....	.....
Total	425	287	2,730	583

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,151	904	18,634	10,815
Armour and Co.	3,292	940	16,656	5,918
Others	1,310	33	672	672
Total	7,753	1,877	35,962	17,405

## SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,497	233	22,037	5,853
Armour and Co.	3,438	188	20,794	5,213
Swift & Co.	2,796	208	13,307	4,367
Shippers	1,534	13	7,247	1,415
Others	228	18	35	.....
Total	11,493	675	63,420	16,848

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,837	943	2,631	188
Wilson & Co.	1,911	689	2,600	273
Others	103	57	423	.....
Total	3,911	1,389	5,654	461

Not including 2,889 hogs bought direct.

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	704	140	1,088	10,756
Armour and Co.	756	180	11,505	273
Others	1,524	182	2,167	9,490
Total	3,044	482	4,410	31,760

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	973	667	1,909	2,595
Dold Pkg. Co.	610	120	1,877	60
Wichita D. B. Co.	18	.....	.....	.....
Dunn-Ostertag Co.	93	.....	.....	.....
Fred W. Dold & Sons	93	.....	450	.....
Snouffer Pkg. Co.	73	.....	127	.....
Total	1,860	787	3,863	2,655

Not including 3,823 hogs bought direct.

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,084	4,385	10,244	5,063
Cudahy Pkg. Co.	411	1,768	.....	.....
Swift & Co.	5,037	6,544	15,648	6,222
United Pkg. Co.	3,166	140	.....	.....
Others	1,280	15	11,231	2,103
Total	11,978	12,852	37,123	13,388

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,494	7,746	6,498	556
Swift & Co.	.....	.....	179	.....
Harrisburg	.....	.....	.....	.....
U. D. B. Co., N. Y.	52	.....	.....	.....
Omaha Pkg. Co., Chi.	217	.....	.....	.....
Bimber, Harrison, N. J.	.....	.....	574	.....
The Layton Co.	.....	.....	555	.....
R. Gumz & Co.	90	.....	22	.....
Armour and Co., Mil.	303	3,798	.....	.....
Armour & Co., Chi.	168	.....	.....	.....
N. Y. B. D. M. Co., N. Y.	20	.....	.....	.....
F. S. R. C. P. P. Co.	671	.....	.....	.....
F. S. R. C.	.....	500	.....	.....
Shippers	236	19	16	3
Others	550	438	47	142
Total	4,301	12,001	9,891	701

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,962	807	10,353	2,047
Armour and Co.	462	50	1,142	.....
Hilsemeier Bros.	10	.....	1,243	.....
Brown Bros.	79	.....	159	.....
Stumpf Bros.	.....	.....	108	.....
Meyer Pkg. Co.	91	.....	147	.....
Indiana Prov. Co.	32	14	185	.....
Schussier Pkg. Co.	38	.....	308	.....
Maas-Hartman Co.	31	8	.....	.....
Art Wabnitz	3	63	.....	27
Shippers	2,106	1,805	14,618	3,701
Others	851	69	302	199
Total	5,665	2,939	28,635	5,974

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	11	.....	67	.....
Ideal Pkg. Co.	8	.....	369	.....
E. Kahn's Sons Co.	945	166	4,194	830
Kroger G. & B. Co.	179	89	1,809	.....
J. Lohrey Pkg. Co.	3	.....	267	.....
H. H. Meyer Pkg. Co.	15	.....	1,919	.....
A. Sander Pkg. Co.	4	.....	539	.....
J. Schlachter's Sons.	133	117	.....	.....
J. & F. Schroth Co.	12	.....	2,389	.....
John F. Stegner Co.	272	153	.....	197
Shippers	88	674	2,068	197
Others	1,212	477	308	170
Total	2,871	1,087	14,782	1,204

Not including 1,014 cattle, 70 calves, 2,810 hogs and 518 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended February 24, 1934, with comparisons:

## CATTLE.

	Week ended, Feb. 24.	Prev. week, 1933.	Cor.
Chicago	42,494	46,373	35,407
Kansas City	20,896	21,650	18,554
Omaha	20,351	22,908	14,427
East St. Louis	11,567	11,358	8,915
St. Louis	425	327	.....
St. Joseph	7,753	8,456	5,471
Sioux City	11,493	11,707	7,990
Oklahoma City	3,911	3,444	3,446
Wichita	1,860	2,152	1,657
Denver	3,044	2,212	2,442
St. Paul	11,978	11,702	10,938
Milwaukee	4,301	4,169	3,396
Indianapolis	5,665	4,764	4,114
Cincinnati	2,871	3,007	2,574
Total	148,609	154,227	119,311

## HOGS.

	Week ended, Feb. 24.	Prev. week, 1933.	Cor.
Chicago	103,157	102,767	47,702
Kansas City	27,135	20,650	20,458
Omaha	85,884	67,458	23,384
East St. Louis	51,021	40,039	51,062
St. Louis	2,730	2,967	.....
St. Joseph	35,962	24,381	26,552
Sioux City	63,420	43,941	42,252
Oklahoma City	5,854	4,565	5,885
Wichita	3,863	3,035	6,880
Denver	4,410	5,715	3,951
St. Paul	37,123	35,848	40,470
Milwaukee	9,891	8,426	8,467
Indianapolis	28,635	32,576	22,881
Cincinnati	14,782	13,828	15,295
Total	473,607	413,196	318,259

## SHEEP.

	No.	Avg. Wgt.	Price
Chicago	50,296	49.381	\$7.005
Kansas City	27,009	28.974	\$2.767
Omaha	27,582	29.557	\$18.010
East St. Louis	7,334	5.005	9.039
St. Louis	583	1.616	.....
St. Joseph	17,405	25.573	21.443
Sioux City	16,848	21.713	14.760
Oklahoma City	461	3.845	1.615
Wichita	2,655	1.354	2.710
Denver	31,760	24.661	21.351
St. Paul	13,388	11.720	17.210
Milwaukee	701	6.715	.....
Indianapolis	5,974	8.097	5.519
Cincinnati	1,204	1.324	2.113
Total	203,200	208,011	234,877

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 19	12,585	1,698	39,552	16,029
Tues., Feb. 20	9,865	2,226	27,619	13,036
Wed., Feb. 21	13,137	1,751	27,641	8,817
Thurs., Feb. 22	7,070	2,566	25,322	11,011
Fri., Feb. 23	2,810	926	21,159	9,221
Sat., Feb. 24	300	100	9,000	3,000
Total this year	45,767	9,267	150,323	61,114
Previous week	49,128	10,352	145,719	55,692
Year ago	35,763	5,435	122,839	52,579
Two years ago	40,187	9,729	163,122	77,291

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 19	3,464	181	7,913	2,289
Tues., Feb. 20	2,422	181	5,700	2,828
Wed., Feb. 21	3,197	89	3,563	255
Thurs., Feb. 22	1,250	184	4,212	3,410
Fri., Feb. 23	964	2	5,629	1,587
Sat., Feb. 24	100	.....	500	500
Total this week	11,397	635	30,017	10,479
Previous week	13,038	884	38,533	12,397
Year ago	11,762	390	19,228	22,136
Two years ago	13,120	836	29,449	32,328

Total receipts for month and year to Feb. 24, with comparisons:

	1934.	1933.	1934.	1933.
Cattle	148,023	115,835	362,358	275,156
Calves	32,881	23,424	76,384	53,600
Hogs	460,403	471,566	1,370,906	1,167,420
Sheep	191,183	290,715	483,755	690,981

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Feb. 24	\$5.50	\$4.45	\$4.50	\$0.30
Previous week	5.00	4.50	4.35	0.45
1933	4.70	3.40	2.30	5.35
1932	6.35	3.95	2.75	6.10

# CHICAGO SECTION

R. A. Rath, secretary, Rath Packing Co., spent some time in Chicago this week.

T. W. Taliaferro, president, Hammond Standish & Co., Detroit, has been a recent visitor in the city.

J. T. McMillan, president, J. T. McMillan Co., St. Paul, Minn., was a visitor in Chicago during the past week.

L. B. Dodd, beef sales department, Armour and Company, recently returned from an extended business trip through the East.

Arnold C. Schueren, president, the Vaughan Co., Chicago, and Mrs. Schueren have returned from a visit of several weeks to the Florida coast.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 22,597 cattle, 5,024 calves, 49,673 hogs, 22,368 sheep.

Isaac Powers, vice president, Home Packing & Ice Co., Terre Haute, Ind., is reported to be recovering from a recent operation at St. Mary's hospital, Rochester, Minn.

Norman J. Allbright, of the Allbright-Nell Company, has returned from a visit to Florida, and president W. J. Allbright has been persuaded to replace him among the Florida vacationists.

R. D. McKee, of the provision department of Wilson & Co., Chicago, has been made general sales manager at Los Angeles, Calif., succeeding F. P. Fagen, who returns to the Chicago branch house territory.

A. L. Disbrow, provision department, Armour and Company, has just returned to Chicago after spending a well-earned vacation in Florida. His many friends are eager to learn of his success in deep sea fishing.

Allen McKenzie, chief engineer of Wilson & Co., returned last week from a vacation on the Florida coast, where he enjoyed many of its attractions in company with comptroller W. D. Hoffman and general manager H. L. Skellinger of the New York plant.

Provision shipments from Chicago for the week ended Feb. 24, 1934, with comparisons, were as follows:

	Week Feb. 24.	Previous week.	Same week, '33.
Cured meats, lbs.	18,688,000	21,109,000	16,149,000
Fresh meats, lbs.	42,726,000	46,417,000	36,213,000
Lard, lbs.	2,850,000	5,570,000	7,751,000

An active organization of young executives and would-be executives of Wilson & Co. known as the Sweagles (named after Drs. Swain and Eagle) has recently elected the following officers for the ensuing year: Chairman, P. H. Tuttle; vice chairman, R. DeVries; secretary and treasurer, W. Carter; advisors, E. W. Yanke, Charles Todd. This group meets monthly to discuss all phases of meat packing activities.

## WILSON & CO. HAS NEW HEAD.

At its monthly meeting on February 27 the board of directors of Wilson & Co. elected Thomas E. Wilson as chairman of the board of the company, and elevated vice president Edward F. Wilson to the presidency. No other changes were made in the official roster.

Thomas E. Wilson does not intend to relinquish any of his responsibilities with the company, but will delegate many of the executive duties to the new president, his son, who from the day he left college has been in training for responsible leadership in the company his father established under the name of Wilson & Co. in 1916.

The record of the senior Wilson in the industry hardly needs repeating.



## IN HIS FATHER'S FOOTSTEPS.

Edward Foss Wilson, elected president of Wilson & Co., succeeding his father, Thomas E. Wilson, who becomes chairman of the board.

President of Morris & Co. before he took over the company now bearing his name, he was the first president of the Institute of American Meat Packers, founder of its educational activities and chairman of the Institute Plan Commission, and is known throughout the livestock and meat industries as the "apostle of cooperation."

Edward Foss Wilson, the new president, has been active in all departments of the company's business since his graduation from Princeton. He started out a week after graduation in corduroy breeches, blue shirt and high top boots in the livestock pens in Chicago. He spent considerable time in the stockyards in the purchase, sorting, and check-weighing of cattle, sheep, and hogs. Following this, he spent time in the various departments of the business and has a full knowledge of the purchase, processing, distribution and

sale of livestock and meat food products. For some time prior to his election as president Mr. Wilson has been vice president in charge of one of the major departments of the packing company.

The new president has lived all his life in Chicago and in an environment of livestock and meat packing. He is a very democratic fellow and has the good wishes of the entire Wilson organization and of the entire industry.

## DENTISTS LEARN MEAT VALUES.

More than 5,000 dentists in attendance this past week at the annual meeting of the Chicago Dental Society were given access to facts relative to the importance of meat from a dietary standpoint as a result of an educational exhibit arranged by the National Live Stock and Meat Board. The exhibit featured the Board's food value charts and educational posters showing the relation of meat to health. Instructive literature on various phases of meat and meat cookery was on display. In addition to dentists, a large representation of public and school nurses was in attendance.

## E. N. WENTWORTH, JR., DIES.

Sympathy of the industry is extended to Edward N. Wentworth, director of Armour's Live Stock Bureau, and widely known in both meat packing and livestock circles, in the death of his son, Edward, Jr., on February 25. Young Wentworth was a senior at Dartmouth College, and was one of the nine student victims of monoxide gas caused by a furnace explosion in the fraternity house where he resided. Funeral services were held at Dover, N. H., on Saturday, March 3, with interment at that place, which is the old family home of the Wentworth family.

## CLOSE CHICAGO AAA OFFICE.

The Chicago office of the Meat Processing Section of the Agricultural Adjustment Administration, at 506 South Wabash ave., has been discontinued. James T. Bell has been in immediate charge. Discontinuance of the Chicago office of the Meat Processing Section does not affect activities at Chicago of the field audit office of the Agricultural Adjustment Administration, which also are conducted from 506 South Wabash ave.

## FINANCIAL NOTES.

Net earnings of approximately \$11,000,000 are shown by General Foods Corporation for 1933, according to the company's preliminary annual statement. This compares with net earnings of \$10,343,882 in 1932. Expenses increased during the year because of larger taxes and increase in cost of materials and payrolls, offset in part by an increase in public purchasing power toward the latter part of the year.

Net income of United States Leather for the quarter ended January 31, 1934, totaled \$10,219.

## H. P. HENSCHEN

ARCHITECT

Established since 1909

PACKING PLANTS — PLANT ADDITIONS  
RECONDITIONING FOR GOVT. INSPECTION  
59 E. Van Buren St., Chicago, Ill.

**Menges & Mange, Inc.**

EQUIPMENT SUPPLIES REFRIGERATION  
EVERYTHING FOR THE PACKER  
Successors To  
BONNELL-TOHTZ CO.  
1515 N. GRAND BLVD. ST. LOUIS, MO.

### ARNOLD BROS. EXPAND.

Arnold Bros., Chicago packers, celebrated the third step in the company's development on February 11, 1934, when the remodelled and expanded plant of the Perry Packing & Provision Co., Perry, Iowa, was opened for public inspection. The company started in Chicago in 1868 as a retail meat, then expanded to include wholesaling and finally into the slaughtering of its own livestock.

Purchasing the Perry plant in July, 1933, some \$50,000 has been spent in modernizing it and installing new equipment. The plant will slaughter hogs primarily, although a considerable number of cattle also will be processed. A capacity of 200 hogs an hour has been provided, under federal inspection.

Paul Trier, secretary of Arnold Bros., is secretary and treasurer of the Perry Packing & Provision Co., and will supervise its operation. Jens Jensen, former executive of the Perry plant, is vice-president and purchasing agent; and Ben A. Golden, also formerly connected with the Perry company, will be sales manager in charge of distribution of company products in the state.

Under the brands "Diamond A" and "All American" the company's bacon, ham, frankfurters and other sausage and meat products will be distributed.

Hugo Arnold, president of Arnold Bros. and son of one of the founders, commenting on this new activity of

the company, said: "It is the culmination and material realization of a dream I have long cherished—to own a plant located in the center of the Iowa corn belt. The Perry plant gives us the ideal



HUGO ARNOLD.

locale and set-up that I have always believed was the proper method of handling meats."

## SMITH, BRUBAKER & EGAN

ARCHITECT & ENGINEERS

30 No. LaSALLE ST.

CHICAGO, ILLINOIS.

SERVING  
THE MEAT PACKING INDUSTRY

## Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

## F. C. ROGERS, INC.

NINTH AND NOBLE STREETS  
PHILADELPHIA

PROVISION  
BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange

The plant was thrown open for public inspection on Sunday, February 11, farmers and people of the community coming to inspect the remodelled plant, the new coolers, by-products department and the newly-fenced and cemented livestock pens. Guides were on hand to explain exactly how the livestock are handled in the plant and how the various products are made.

### WILSON AT WORLD'S FAIR.

Wilson & Co will have an exhibit at A Century of Progress this summer that not only embraces all the space of the Meat and Live Stock Exhibit last year, but ample additional space. It will be located in the Agricultural Building and will front on the newly-located Midway on Northerly Island.

The Wilson exhibit will cover a floor space of 93x60 ft., not including the additional space to be covered in the front. Special machinery is already under construction to properly show the various packinghouse operations. There will be a roof garden atop the Wilson exhibit where friends and visitors may rest, relax and be served with Wilson food products.

Harry Snodgrass will be the manager of the exhibit and Glenn Walden assistant manager. The advertising department has worked out a plan for the exhibit which it is hoped will make it one of the outstanding show places of the fair.

I. C. Co.  
**SHURSTITCH**  
Sewed  
CASINGS

Importers

SAUSAGE CASINGS

Exporters

New York London Hamburg

**INDEPENDENT CASING COMPANY**  
1335 West Forty-Seventh Street, Chicago, Illinois



# CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading Thursday,  
March 1, 1934.

### REGULAR HAM.

	Green Standard.	Sweet Pickled Standard.	Pickled Fancy.
8-10 .....	12 1/4	11	11 1/2
10-12 .....	12 1/4	11	11 1/2
12-14 .....	12 1/4	10 3/4	11 1/4
14-16 .....	12 1/4	10 1/2	11
10-16 range .....	12 1/4	.....	.....

### BOILING HAM.

	Green Standard.	Sweet Pickled Standard.	Pickled Fancy.
10-18 .....	12 1/4	10 1/2	11
18-20 .....	12 1/4	10 1/2	11
20-22 .....	12 1/4	10 1/2	11
10-22 range .....	12 1/4	.....	.....

### SKINNED HAM.

	Green Standard.	Sweet Pickled Standard.	Pickled Fancy.
10-12 .....	13	11 1/4	12 1/4
12-14 .....	13	11 1/4	12 1/4
14-16 .....	13	11 1/4	12 1/4
16-18 .....	13	11 1/2	12 1/2
18-20 .....	12 1/4	10	10 1/2
20-22 .....	11 1/4	9 1/4	9 1/2
22-24 .....	10 1/2	8 1/4	8 1/2
24-26 .....	9 1/2	8 1/4	8 1/2
26-30 .....	9 1/4	8 1/4	8 1/2
30-35 .....	9	7 1/2	8

### PICNICS.

	Green Standard.	Sweet Pickled Standard.	Pickled Sh. Shank.
4-6 .....	8	8	8 1/2
6-8 .....	8	8	8 1/2
8-10 .....	8	8	8 1/2
10-12 .....	8	8	8 1/2
12-14 .....	8	8	8 1/2

### BELLIES.

	Green Sq. Sols.	S.P. Dry Cured.	Cured Dry Cured.
6-8 .....	11 1/4	11 1/4	11 1/2
8-10 .....	11 1/4	11	11 1/2
10-12 .....	11 1/4	10 1/2	11
12-14 .....	10 1/2	10	10 1/2
14-16 .....	10	9 1/4	10
16-18 .....	9 1/4	9 1/4	9 1/2

### \*D. S. BELLIES.

	Clear Standard.	Fancy.	Rib
14-16 .....	8 1/4	.....	.....
16-18 .....	8 1/4	8 1/4	.....
18-20 .....	8 1/4	8 1/4	.....
20-25 .....	8 1/4	8 1/4	8 1/4
25-30 .....	8 1/4	8 1/4	8 1/4
30-35 .....	8	7 1/2	7 1/2
35-40 .....	7 1/2	7 1/2	7 1/2
40-50 .....	7 1/2	7 1/2	7 1/2
50-60 .....	7 1/4	.....	7 1/4

\*New but fully cured.

### D. S. FAT BACKS.

	Standard.	Export Trim.
8-10 .....	5 1/2	5 1/2
10-12 .....	5 1/2	5 1/2
12-14 .....	5 1/2	5 1/2
14-16 .....	5 1/2	5 1/2
16-18 .....	5 1/2	5 1/2
18-20 .....	5 1/2	5 1/2

### OTHER D. S. MEATS.

Extra short clears .....	35-45	7 1/2 n
Extra short ribs .....	35-45	7 1/2 n
Regular plates .....	6-8	6
Clear plates .....	4-6	5
Jowl butts .....	4 1/2 @ 5	5 1/2
Green square jowls .....	.....	5
Green rough jowls .....	.....	5

### LARD.

Prime steam, cash .....	6.52 1/2
Prime steam, loose .....	6.00
Refined, boxed, N. Y.—Export only .....	6.00
Neutral, in tierces .....	7.87 1/2
Raw leaf .....	6.12 1/2

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## FUTURE PRICES.

SATURDAY, FEBRUARY 24, 1934.

	Open.	High.	Low.	Close.
LARD—				
May (Old) .....	6.15	.....	.....	6.15b
May .....	6.75	6.75	6.70	6.70ax
July .....	6.80	6.82 1/2	6.75	6.75
Sept. ....	7.07 1/2	7.07 1/2	6.92 1/2	6.95

### CLEAR BELLIES—

May (Old) .....	.....	.....	7.47 1/2 n
May .....	.....	.....	8.05b
July .....	.....	.....	8.40ax

MONDAY, FEBRUARY 26, 1934.

LARD—				
May (Old) .....	6.17 1/2	6.17 1/2	6.15	6.15
May .....	6.70	6.72 1/2	6.67 1/2	6.70-72 1/2
July .....	6.77 1/2	6.80	6.75	6.75b
Sept. ....	6.97 1/2	7.00	6.95	6.95b

### CLEAR BELLIES—

May (Old) .....	.....	.....	7.52 1/2 b
May .....	8.15	8.07 1/2	8.12 1/2 b
July .....	8.42 1/2	8.45	8.40

TUESDAY, FEBRUARY 27, 1934.

LARD—				
May (Old) .....	6.12 1/2	6.22 1/2	6.07 1/2	6.22 1/2 ax
May .....	6.72 1/2	6.72 1/2	6.67 1/2	6.72 1/2 b
July .....	6.75	6.80	6.70	6.80ax
Sept. ....	6.95	7.00	6.92 1/2	6.97 1/2 ax

### CLEAR BELLIES—

May (Old) .....	.....	.....	7.52 1/2 n
May .....	.....	.....	8.15b
July .....	8.40	8.40	8.37 1/2

WEDNESDAY, FEBRUARY 28, 1934.

LARD—				
May (Old) .....	6.22 1/2	6.22 1/2	6.20	6.20ax
May .....	6.77 1/2	6.77 1/2	6.72 1/2	6.72 1/2 b
July .....	6.85	6.85	6.80	6.80ax
Sept. ....	7.05	7.05	7.00	7.00ax

### CLEAR BELLIES—

May (Old) .....	.....	.....	7.60b
May .....	8.50	8.55	8.55 1/2 b
Sept. ....	8.75	.....	8.75

THURSDAY, MARCH 1, 1934.

LARD—				
May (Old) .....	6.25	6.25	6.20	6.20ax
May .....	6.80	6.80	6.72 1/2	6.72 1/2 b
July .....	6.85	6.85	6.77 1/2	6.80ax
Sept. ....	7.00	7.05	6.97 1/2	7.00ax

### CLEAR BELLIES—

May (Old) .....	.....	.....	7.62 1/2 b
May .....	.....	.....	8.22 1/2 n
July .....	.....	.....	8.55n
Sept. ....	.....	.....	8.75n

FRIDAY, MARCH 2, 1934.

LARD—				
May (Old) .....	6.25	6.35	6.25	6.35
May .....	6.75	6.85	6.75	6.85b
July .....	6.82 1/2	6.92 1/2	6.82 1/2	6.90b
Sept. ....	7.02 1/2	7.12 1/2	7.02 1/2	7.12 1/2 ax

### CLEAR BELLIES—

May (Old) .....	.....	.....	7.67 1/2 b
May .....	.....	.....	8.35
July .....	.....	.....	8.62 1/2 b
Sept. ....	8.75	.....	8.75b

Key: ax, asked; b, bid; n, nom; —, split.

## ANIMAL OILS.

Prime edible lard oil .....	@ 9 1/2
Prime inedible .....	@ 8 1/2
Headlight .....	@ 8 1/2
Prime winterstrained .....	@ 8 1/2
Extra winterstrained .....	@ 8 1/2
Extra lard oil .....	@ 8
Extra No. 1 .....	@ 7 1/2
No. 1 lard oil .....	@ 7
No. 2 lard oil .....	@ 7
Acidless tallow oil .....	@ 7 1/4
20° neatfoot .....	@ 16 1/2
Pure neatfoot .....	@ 12
Special neatfoot .....	@ 12
Extra neatfoot .....	@ 7 1/2
No. 1 neatfoot .....	@ 7 1/2

Oil weighs 7 1/4 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## COOPERAGE.

Ash pork barrels, black iron hoops .....	\$1.45 @ 1.47 1/2
Oak pork barrels, black iron hoops .....	1.35 @ 1.37 1/2
Ash pork barrels, galv. iron hoops .....	1.52 1/2 @ 1.55
Oak pork barrels, galv. iron hoops .....	1.42 1/2 @ 1.45
White oak ham tierces .....	2.30 @ 2.32 1/2
Red oak lard tierces .....	2.12 1/2 @ 2.15
White oak lard tierces .....	2.22 1/2 @ 2.25

## CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in  
Chicago on February 28, 1934:

	Feb. 28, 1934.	Jan. 31, 1934.	Feb. 28, 1933.
All kinds of bbl. pork, bris. ....	14,325	14,808	14,924
P. S. lard, made since Oct. 1, '33, lbs. ....	49,840,352	42,668,202	13,015,313
P. S. lard, made made Oct. 21, '32 to Oct. 1, '33, lbs. ....	59,313,848	60,307,303	.....
Other kinds of lard, lbs. ....	6,144,579	5,925,942	7,118,512
D. S. Cl. Bellies, made since Oct. 1, '33, lbs. ....	14,537,360	13,172,748	10,450,533
D. S. Cl. Bellies, made prev. to Oct. 1, '33, lbs. ....	1,498,500	2,943,080	2,000
D. S. Rib Bellies, made since Oct. 1, '33, lbs. ....	1,897,367	1,745,708	1,339,172
D. S. Rib Bellies, made prev. to Oct. 1, '33, lbs. ....	.....	40,838	.....
Ex. Sh. Cl. Sides, made since Oct. 1, '33, lbs. ....	900	900	2,000
D. S. Sh. Fat Backs, lbs. ....	4,444,981	4,348,127	2,974,481
D. S. Sh. Sides, lbs. ....	127,955	73,000	3,700
S. P. Hams, lbs. ....	26,118,120	27,035,990	25,192,138
S. P. S. k. d. Hams, lbs. ....	35,070,905	36,980,722	24,744,547
S. P. Bellies, lbs. ....	25,884,063	25,934,333	27,420,068
S. P. Californias or Picnics, S. P. Boston Sh. Sides, lbs. ....	10,636,623	10,963,965	13,686,658
S. P. Sh. Sides, lbs. ....	34,500	56,900	100,000
Other cut meats, lbs. ....	7,688,207	8,400,200	5,700,131
Total cut meats, lbs. ....	127,939,481	131,705,571	111,604,361

## U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during  
week ended Friday, Feb. 23, 1934, as reported to THE NATIONAL PROVISIONER:

	Week ended Feb. 23, 1934.	Prev. week, 1933.	Cur. week, 1934.
Chicago .....	130,986	90,813	112,732
Kansas City, Kan. ....	69,919	36,761	30,645
Omaha .....	67,623	41,615	39,046
St. Louis & East St. Louis .....	47,900	37,211	55,288
St. Paul .....	51,823	31,588	29,708
St. Joseph .....	30,883	21,023	30,662
St. Paul .....	39,700	32,236	18,865
N. Y., Newark & J. C. ....	44,589	44,824	44,000
Total .....	483,407	345,071	376,700

## CURING MATERIALS.

	Cwt.	Sack.
Nitrite of soda, per 100 lbs. ....	\$9.08	.....
(1 to bbl. delivered.)	.....	.....
(5 or more bbls. per 100 lbs. delivered) .....	8.93	.....
Salt, 1 to 4 bbls. f.o.b. N. Y. ....	.....	.....
Small crystals .....	6.12 1/2	6.30
Medium crystals .....	7.12 1/2	7.25
Large crystals .....	7.87 1/2	7.95
Dbl. refd. gran. nitrate of soda .....	8 1/2	8.35
Salt, per ton, in carlots, f.o.b. Chicago: .....	.....	.....
Granulated, air dried .....	8.00	8.10
Medium, air dried .....	8.10	8.20
Rock, carlots, per ton, f.o.b. Chicago .....	8.00	8.10
Sugar—		
Raw sugar, 98 basis, f.o.b. New Or-leans .....	.....	.....
Second sugar, 90 basis .....	.....	.....
Standard gran. f.o.b. refiners (2%) ..	.....	.....
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% .....	.....	.....
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% .....	.....	.....

## SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice .....	8 1/4	10 1/4
Cinnamon .....	12	18
Cloves .....	12 1/4	18
Coriander .....	7	10
Ginger .....	47	84
Mace, Banda .....	.....	.....
Nutmeg .....	12	18
Pepper, black .....	12	18
Pepper, Cayenne .....	12	18
Pepper, red .....	12	18
Pepper, white .....	18	20

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

### Carcass Beef.

Prime native steers—	Week ended Feb. 28, 1934.	Cor. week, 1933.
400-600	11 1/2 @ 12 1/4	12 @ 12 1/4
600-800	9 1/2 @ 10 1/4	12 @ 12 1/4
800-1000	9 @ 9 1/4	9 1/4 @ 10
Good native steers—		
400-600	10 @ 10 1/4	10 @ 11
600-800	8 1/2 @ 9 1/4	9 1/4 @ 10 1/4
800-1000	8 @ 8 1/2	8 1/4 @ 8 3/4
Medium steers—		
400-600	9 @ 9 1/4	9 @ 9 1/4
600-800	8 @ 8 1/2	8 1/4 @ 8 3/4
800-1000	7 1/2 @ 8	7 1/4 @ 8
Heifers, good	400-600	9 1/4 @ 10 1/4
Cows, 400-600	5 1/2 @ 6 1/4	5 1/2 @ 6 1/4
Hind quarters, choice	@ 15	@ 17
Fore quarters, choice	@ 10	@ 10

### Beef Cuts.

Steer loins, prime	@ 20	@ 19
Steer loins, No. 1	@ 18	@ 17
Steer loins, No. 2	@ 15	@ 15
Steer short loins, prime	@ 26	@ 26
Steer short loins, No. 1	@ 20	@ 20
Steer short loins, No. 2	@ 19	@ 19
Steer loin ends, No. 1	@ 12	@ 12
Steer loin ends, No. 2	@ 11 1/2	@ 11 1/2
Cow loins	@ 11	@ 9
Cow short loins	@ 13	@ 12
Cow loin ends (hips)	@ 8	@ 8
Steer ribs, prime	@ 12	@ 12
Steer ribs, No. 1	@ 11	@ 11
Steer ribs, No. 2	@ 7	@ 7
Cow ribs, No. 2	@ 6	@ 6 1/4
Cow ribs, No. 3	@ 6	@ 6 1/4
Steer rounds, prime	@ 10 1/4	@ 10 1/4
Steer rounds, No. 1	@ 9 1/2	@ 9 1/2
Steer rounds, No. 2	@ 9	@ 8
Steer chuck, prime	@ 9	@ 8
Steer chuck, No. 1	@ 7 1/2	@ 7 1/2
Steer chuck, No. 2	@ 7	@ 6 1/2
Cow rounds	@ 7 1/2	@ 7 1/2
Cow chuck	@ 4 1/2	@ 4 1/2
Steer plates	@ 4	@ 3
Medium plates	@ 4	@ 3
Briskets, No. 1	@ 7	@ 7
Steer navel ends	@ 2 1/2	@ 2 1/2
Cow navel ends	@ 3	@ 3
Fore shanks	@ 4	@ 4
Strip shanks, No. 1	@ 28	@ 28
Strip loins, No. 2	@ 25	@ 25
Sirloin butts, No. 1	@ 16	@ 16
Sirloin butts, No. 2	@ 14	@ 14
Beef tenderloins, No. 1	@ 40	@ 40
Beef tenderloins, No. 2	@ 30	@ 30
Rump butts	@ 11	@ 12
Flank steaks	@ 12	@ 12
Shoulder clods	@ 7 1/2	@ 8
Hanging tenderloins	@ 5 1/2	@ 5 1/2
Insides, green, 600 lbs.	@ 9 1/2	@ 9 1/2
Insides, green, 500 lbs.	@ 8	@ 8
Knuckles, green, 500 lbs.	@ 8 1/2	@ 8 1/2

### Beef Products.

Brains (per lb.)	@ 6 1/4	@ 7
Hearts	@ 5	@ 5
Tongues	@ 15	@ 14
Sweetbreads	@ 16	@ 14
Ox-tail, per lb.	@ 7	@ 10
Fresh tripe, nat.	@ 4	@ 4
Fresh tripe, H. C.	@ 8	@ 8
Livers	@ 12	@ 14
Kidneys, per lb.	@ 12	@ 14

### Veal.

Choice carcass	10 @ 11	10 @ 11
Good carcass	8 @ 10	9 @ 10
Good saddles	10 @ 14	12 @ 14
Good racks	8 @ 10	@ 8
Medium racks	5 @ 6	@ 7

### Veal Products.

Brains, each	7 @ 7 1/2	@ 8
Sweetbreads	@ 35	@ 30
Calf livers	@ 35	@ 30

### Lamb.

Choice lambs	@ 17	@ 14
Medium lambs	@ 15	@ 12
Choice saddles	@ 19	@ 16
Medium saddles	@ 17	@ 14
Choice fores	@ 15	@ 12
Medium fores	@ 13	@ 10
Lamb ribs, per lb.	@ 25	@ 25
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 20	@ 25

### Mutton.

Heavy sheep	@ 5	@ 5
Light sheep	@ 10	@ 9
Heavy saddles	@ 8	@ 7
Light saddles	@ 12	@ 12
Heavy fores	@ 8	@ 6
Light fores	@ 4	@ 4
Mutton legs	@ 8	@ 8
Mutton loins	@ 12	@ 12
Mutton stew	@ 4	@ 4
Sheep tongues, per lb.	@ 9	@ 10
Sheep heads, each	@ 8	@ 8

## Fresh Pork, etc.

Pork loins, 8@10 lbs. av.	@ 13	@ 9
Picnic shoulders	@ 8 1/2	@ 8 1/2
Skinned shoulders	@ 10	@ 8
Tenderloins	@ 23	@ 24
Spare ribs	@ 8	@ 5
Back fat	@ 7 1/4	@ 6
Boston butts	@ 11 1/2	@ 7 1/2
Boneless hams, cellar trim, 2@4	@ 16	@ 10
Hocks	@ 7	@ 5 1/2
Tails	@ 6	@ 5
Neck bones	@ 2	@ 2
Slip bones	@ 6	@ 5
Blade bones	@ 7	@ 5
Pigs' feet	@ 2 1/2	@ 2 1/2
Kidneys, per lb.	@ 6	@ 4
Livers	@ 3 1/2	@ 3 1/2
Brains	@ 3	@ 3 1/2
Ears	@ 3	@ 3 1/2
Snouts	@ 4 1/2	@ 4 1/2
Heads	@ 4 1/2	@ 4

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 23	@ 23
Country style sausage, fresh in link	@ 23 1/4	@ 23 1/4
Country style sausage, fresh in bulk	@ 14 1/2	@ 14 1/2
Country style sausage, smoked	@ 18 1/2	@ 18 1/2
Frankfurts in sheep casings	@ 20 1/2	@ 20 1/2
Frankfurts in hog casings	@ 18 1/2	@ 18 1/2
Bologna in beef bungs, choice	@ 16	@ 16
Bologna in beef middles, choice	@ 16	@ 16
Liver sausage in beef rounds	@ 14	@ 14
Smoked liver sausage in hog bungs	@ 18 1/2	@ 18 1/2
Liver sausage in hog bungs	@ 16	@ 16
Head cheese	@ 15 1/2	@ 15 1/2
New England luncheon specialty	@ 17	@ 17
Mixed luncheon specialty, choice	@ 17	@ 17
Tongue sausage	@ 23 1/4	@ 23 1/4
Blood sausage	@ 16 1/2	@ 16 1/2
Souse	@ 17 1/2	@ 17 1/2
Polish sausage	@ 16	@ 16

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	@ 35	@ 35
Thuringer cervelat	@ 16 1/2	@ 16 1/2
Farmer	@ 24	@ 24
Holsteiner	@ 33	@ 33
B. C. salami, choice	@ 9	@ 9
Milano salami, choice, in hog bungs	@ 3	@ 3
B. C. salami, new condition	@ 17 1/2	@ 17 1/2
Frisses, choice, in hog middles	@ 28	@ 28
Genoa style salami	@ 36	@ 36
Pepperoni	@ 27	@ 27
Mortadella, new condition	@ 17	@ 17
Capicola	@ 35	@ 35
Italian style hams	@ 26	@ 26
Virginia hams	@ 26	@ 26

## SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings	@ 6 1/2	@ 6 1/2
Special lead pork trimmings	@ 11	@ 11
Extra lean pork trimmings	@ 12	@ 12
Pork cheek meat	5 @ 5 1/2	5 @ 5 1/2
Pork hearts	4 @ 4 1/2	4 @ 4 1/2
Pork livers	4 1/2 @ 5	4 1/2 @ 5
Native boneless bull meat (heavy)	@ 6 1/2	@ 6 1/2
Boneless chucks	@ 6	@ 6
Shank meat	@ 5	@ 5
Beef trimmings	@ 4 1/2	@ 4 1/2
Beef cheeks (trimmed)	@ 4 1/2	@ 4 1/2
Dressed canners, 350 lbs. and up	@ 5	@ 5
Dressed cutter cows, 400 lbs. and up	@ 5	@ 5
Dr. bologna bulls, 600 lbs. and up	@ 2	@ 2
Beef tripe	@ 17	@ 17
Pork tongues, canner trim, S. P.	@ 17	@ 17

## SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)		
Beef casings:		
Domestic rounds, 180 pack	36	
Domestic rounds, 140 pack	40	
Export rounds, wide	54	
Export rounds, medium	43	
Export rounds, narrow	53	
No. 1 weasands	.09	
No. 2 weasands	.16 @ 18	
No. 1 bungs	.11 @ 12	
No. 2 bungs	.12 @ 12	
Middles, regular	1.25	
Middles, select wide, 2@2 1/2 in. diam.	1.50 @ 1.55	
Middles, select, extra wide, 2 1/2 in. and over	2.15	
Dried bladders:		
12-15 in. wide, flat	.30	
10-12 in. wide, flat	.35	
8-10 in. wide, flat	.55	
6-8 in. wide, flat	.30 @ 35	
Hog casings:		
Narrow, per 100 yds.	1.85	
Narrow, special, per 100 yds.	1.75	
Medium, regular	1.50	
Wide, per 100 yds.	1.50	
Extra wide, per 100 yds.	1.50	
Export bungs	.26	
Large prime bungs	.21	
Medium prime bungs	.14	
Small prime bungs	.08	
Middles, per set	.20	
Stomachs	.08	

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	\$.55	25
Large tins, 1 to crate	5.75	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	6.25	
Large tins, 1 to crate	7.00	
Smoked link sausage in hog casings—		
Small tins, 2 to crate	5.50	
Large tins, 1 to crate	6.25	

## DRY SALT MEATS.

Clear bellies, 18@20 lbs.	@ 8 1/4	@ 8 1/4
Clear bellies, 14@16 lbs.	@ 8 1/4	@ 8 1/4
Rib bellies, 25@30 lbs.	@ 8 1/4	@ 8 1/4
Fat backs, 10@12 lbs.	@ 5 1/2	@ 5 1/2
Fat backs, 14@16 lbs.	@ 6 1/4	@ 6 1/4
Regular plates	@ 4	@ 4
Butts	@ 4 1/2	@ 4 1/2

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	14 @ 14 1/2	
Fancy skd. hams, 14@16 lbs.	14 1/2 @ 15 1/2	
Standard reg. hams, 14@16 lbs.	11 1/2 @ 12	
Picnics, 4@8 lbs.	10 @ 11	
Fancy bacon, 6@8 lbs.	17 @ 18	
Standard bacon, 6@8 lbs.	13 1/2 @ 14	
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.	@ 25	
Outsides, 6@8 lbs.	@ 21	
Knuckles, 5@9 lbs.	@ 24	
Cooked hams, choice, skin on, fattened	23 @ 24	
Cooked hams, choice, skinless, fattened	24 @ 25	
Cooked picnics, skin on, fattened	15 1/2 @ 16 1/2	
Cooked picnics, skinned, fattened	17 @ 18	
Cooked loin roll, smoked	@ 24	

## BARRELED PORK AND BEEF.

Mess pork, regular	@ 20.00	
Family back pork, 24 to 34 pieces	@ 21.00	
Family back pork, 35 to 45 pieces	@ 19.00	
Clear back pork, 40 to 50 pieces	@ 18.00	
Clear plate pork, 25 to 35 pieces	@ 17.00	
Brisket pork	@ 16.00	
Bean pork	@ 14.50	
Plate beef	@ 10.00	
Extra plate beef, 200 lb. bbls	@ 11.00	

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00	
Honey comb tripe, 200-lb. bbl.	15.00	
Pocket honeycomb tripe, 200-lb. bbl.	17.00	
Pork feet, 200-lb. bbl.	13.25	
Pork tongues, 200-lb. bbl.	33.00	
Lamb tongues, short cut, 200 lb. bbl.	35.00	

## OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 9 1/2	
Nut, 1-lb. cartons, f.o.b. Chicago	@ 9 1/2	
Pastry, 60-lb. tubs, f.o.b. Chicago	@ 9 1/2	

## LARD.

Prime steam, cash, Bd. Trade	@ 86.50	
Prime steam, loose, Bd. Trade	@ 82.00	
Refined lard, tierces, f.o.b. Chicago	@ 7 1/2	
Kettle rendered, tierces, f.o.b. Chgo.	@ 7 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 7 1/2	
Neutral, in tierces, f.o.b. Chicago	@ 8	
Compound, vegetable, tierces, c.a.f.	@ 7 1/2	

## OLEO OIL AND STEARINE.

Extra oleo oil	@ 8	
Prime No. 1 oleo oil	@ 5 1/2	
Prime No. 2 oleo oil	@ 5 1/2	
Prime No. 3 oleo oil	@ 4	
Prime oleo stearine, edible	5 1/2 @ 5 1/2	

## TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	3 1/2 @ 3 1/2	
Prime packers' tallow	3 1/2 @ 3 1/2	
No. 1 tallow, 10% f.f.a.	3 @ 3 1/2	
No. 2 tallow, 40% f.f.a.	2 1/2 @ 2 1/2	
Choice white grease	3 1/2 @ 3 1/2	
A-White grease	3 1/2 @ 3 1/2	
B-White grease, maximum 5% acid	3 1/2 @ 3 1/2	
Yellow grease, 10@15%	2 1/2 @ 3	
Brown grease, 40% f.f.a.	2 1/2 @ 2 1/2	
Crude cottonseed oil in tanks, f.o.b.		
Valley points, prompt	@ 4 1/2	
White, deodorized, in bbls, f.o.b. Chgo.	6 1/2 @ 6 1/2	
Yellow, deodorized	3 @ 3 1/2	
Soap stock, 50% f.f.a, f.o.b.	@ 6 1/2	
Corn oil, in tanks, f.o.b. mills	4 1/2 @ 5	
Soya bean oil, f.o.b. mills	5.50 @ 6.00	
Cocconut oil, seller's tanks, f.o.b. coast	2 1/2 @ 2 1/2	
Refined in bbls, f.o.b. Chicago	6 @ 6 1/2	

Week ending March 3, 1934

# RETAIL SECTION

## Delivery Supervision Cuts Costs

**I**N MANY retail meat stores delivery systems are like Topsy in "Uncle Tom's Cabin"—they weren't born, they just grew!

Their growing wasn't worked out in any planned way, and in consequence this department of a retail business is one practically sure place to find leaks in the profits.

The trouble seems to be that there usually is no planned supervision. As business grows the delivery service has been enlarged, but no one man is directly responsible for the results. Consequently, what is everyone's business is no one's business, and the delivery service is a haphazard affair.

### Centralized Authority Necessary.

The first step to take in bettering conditions is to make one man responsible for results. This centralizes authority, and everyone knows to whom he should go for directions, suggestions or complaints.

Furthermore, if it is one man's job he must take care of it, because he knows if things go wrong he must answer for his failure.

As business grows, deliveries may pile up at certain times of the day or week, and it may seem necessary to increase the number of delivery trucks.

Before this is done however, the matter should be thoroughly investigated, because failure to have the wheels of delivery trucks turning at their maximum capacity is one of the things that keeps delivery cost high. With supervision, these peak times in deliveries may be flattened out.

### Drivers Should Be Checked.

Another thing that centralized authority does in this instance is to give a careful check on the drivers. When they know someone is checking them, probably it will not be necessary. But when they feel they are not responsible to anyone, the temptation to loiter on the route, run in to see a friend or hang around the customer's kitchen and talk to the cook, is too strong to resist.

Usually anyone in charge of deliveries can tell about how long a man should be gone on his route. If it happens frequently that he is gone longer than he should be, it is time to investigate.

The matter of proper routing is also important. Improper routing can waste

dollars in time and gas. A man who knows the city and uses common sense can cut costs noticeably here.

A radial system of routing is less efficient and more expensive as it means an excessively heavy load on the first part of the trip and a long haul back with an empty truck run at a high cost per unit of product delivered.

### Zoning System Remodeled.

A zoning system is recommended as being much more efficient and less expensive. In a store large enough to have more than one delivery truck the smaller truck can be used for deliveries in the near neighborhood, where frequent pick-ups can be made at the store. The larger truck can be used for more distant deliveries.

Frequently there are mistakes in assembling orders. Clerks and the delivery boys are rushed, and it is easy to get packages in the wrong order. This means confusion later, loss of time and unsatisfactory service for the customer. Clerks should also be instructed about care in preparing orders.

Careless and rough handling of delivery equipment also makes for loss of profits. If the delivery truck or trucks are gone over frequently and carefully by the man in charge of deliveries, he can soon tell if the depreciation is increased by unnecessary wear and tear and he can put his finger on the driver responsible.

In many markets the delivery service has been allowed to "tag along" with no supervision or thought. Some markets, doing a very large business, have a delivery service suitable for the little store at the cross roads—not perhaps in the matter of equipment, but in efficiency of operation.

It is one of the best departments in the store with which to build good will if prompt, efficient and courteous service is given. It is also one of the easiest in which to lose money, unless it is carefully watched.

### MEAT DEALERS GO TO SCHOOL.

Retail meat dealers from 40 Iowa cities and representatives of the trade from as far away as Nebraska and South Dakota listened to lectures, watched educational demonstrations and exchanged ideas at the second annual short course for dealers held at the Iowa State College at Ames on February 21 and 22.

Special attention to figuring costs and selling prices was given on this year's program, with A. T. Edinger, marketing specialist of the U. S. Bureau of Agricultural Economics, in charge. Mr. Edinger conducted tests on all cuts demonstrated and instructed retailers in proper methods.

Meat production and consumption figures for 1933 were the basis of a talk by John W. Rath of Waterloo,



MOTORCYCLE DELIVERY CAR GIVES FAST SERVICE.

This car has a capacity of nearly 400 lbs. The operating cost amounts to about 2½¢ a mile. A delivery car of this sort is very practical for use within a radius of a mile or two of the store. It is also an excellent good will builder because it gives very quick service to last minute calls for delivery.



la., chairman of the board of directors of the Institute of American Meat Packers, who stated that the past thirteen months have set a new record in consumption. "Meat Recipes and Menus" were discussed by Dr. P. Mabel Nelson of the College Foods and Nutrition department, while Miss Belle Lowe of the same division gave an interesting talk on the good qualities of lard. The use of displays, food value of meat and other timely subjects were discussed and meat merchandising demonstrations presented.

A palatability test in which two beef ribs and two fresh hams were used, attracted much attention. One ham and one rib were boned and rolled and cooked, together with a ham and rib not boned. Retailers voted their preference by number without knowing the identity of the cuts and there was a slight preference for the boned and rolled cuts.

The program represented the cooperation of the Iowa State College, National Live Stock and Meat Board, U. S. Department of Agriculture, the Institute of American Meat Packers. A committee was appointed to work out plans for a third short course in 1935.

#### TEACH MEAT MERCANDISING.

More than 66,000 retail meat dealers, homemakers, teachers, students, service clubs and other groups were reached by 140 meat merchandising demonstrations conducted in 32 cities of 13 states by specialists of the National Live Stock and Meat Board in the period of January 1 to February 24 inclusive.

Marked interest in this form of meat promotion is reported from the cities scheduled in the campaign. In many cases retailers have driven in from other cities 50 to 90 miles distant to attend the demonstrations. In one city the audience included retailers from 13 other cities and towns. Interest on the part of high schools is indicated by the fact that in city after city, principals have turned over the school assembly periods so that the entire student body could attend. Two demonstrations in the largest colored high schools in the world at Birmingham, Ala., were attended by 3,200 students.

Definite assurance is reported that the modern cuts demonstrated are being adopted and are resulting in increased demands for meat.

#### RETAIL LEADER ON RADIO.

William B. Margerum, President of the National Association of Retail Meat Dealers, is to be guest speaker on the Armour hour on the evening of March 23, instead of March 9, as previously announced. The change was made in order that a greater number of retailers might be present in the studio at the time of Mr. Margerum's address. Mr. Margerum will discuss matters of interest to all retail dealers.

The Armour Hour radio show is now being put on in New York, and on and after March 23 the largest studio in

Radio City will be used for the broadcast. The large studio seats some 1,300 people and the interest of New York retail meat dealers and grocers in the Armour hour is such as to warrant a very much larger studio than the one now being used.

#### NEWS OF THE RETAILERS.

The Hoffner meat market in Steele, N. Dak., was completely destroyed by fire recently. It was insured and will be rebuilt.

Claimson Mercantile Company, Shevono, Wis., will add a modern meat market to their store. The market will be well equipped with a cutting room in the rear. Harry Kuehn will be in charge.

David A. Kerr has re-opened the 4-K Meat Market at Hartland, Wis., recently operated by J. F. Bollier, which has been closed for the past two months. Frank Johnson will be manager of the re-opened market.

George May & Sons have greatly improved and modernized their meat market at Burlington, Wis.

La Pointe meat market at Prairie du Chien, Wis., was badly damaged by fire last week.

August Pfeifle has taken over the Hughes Meat Market in Armour, S. Dak.

The stock and fixtures of the Krieg meat market in Huntington, Ind., have been sold to Frank Swartz of Van Buren, Ind. Mr. Swartz will move the furnishings to Van Buren and establish a market there. Norman Kreig does not contemplate opening another market in Huntington.

E. H. Waak, Manitowoc, Wis., has recently purchased the Jagodensky meat market at 1701 Clark street, that city. The market will be in charge of Anton Stadler.

The following meat markets have recently been opened in Minneapolis, Minn.: at 1603 Lake st., by Roy S. Lieberman; at 3521-27 E. Lake st., by Quality Food Stores; at 418 E. Hennepin ave., by C. E. Doxey; at 114 N. Seventh st., by L. C. Langford; at 2 W. Lake st., by Ray Larson.

#### Retail Meat Prices

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

	NEW YORK.				CHICAGO.			
	Feb. 15, 1934.	Feb. 15, 1933.	Feb. 15, 1932.	Feb. 15, 1931.	Feb. 15, 1934.	Feb. 15, 1933.	Feb. 15, 1932.	Feb. 15, 1931.
<b>Beef:</b>								
Porterhouse steak	.35	.36	.46	.32	.31	.34		
Sirloin steak	.29	.30	.41	.26	.26	.28		
Round steak	.25	.29	.36	.21	.22	.24		
Rib roast, 1st 6 ribs	.23	.24	.32	.20	.21	.25		
Chuck roast	.16	.19	.20	.14	.16	.16		
Plate beef	.9	.9	.12	.9	.9	.10		
<b>Lamb:</b>								
Legs	.23	.22	.23	.22	.20	.21		
Loin chops	.35	.35	.36	.33	.29	.32		
Rib chops	.28	.28	.29	.28	.25	.25		
Stewing	.9	.9	.10	.12	.10	.11		
<b>Pork:</b>								
Chops, center cuts	.22	.20	.22	.25	.19	.18		
Bacon, strips	.22	.20	.28	.21	.19	.17		
Bacon, sliced	.26	.24	.31	.26	.23	.25		
Hams, whole	.19	.17	.22	.17	.13	.16		
Picnics, smoked	.11	.10	.12	.11	.10	.11		
Lard	.11	.10	.13	.9	.7	.7		
<b>Veal:</b>								
Cutlets	.36	.38	.45	.29	.28	.34		
Loin chops	.29	.30	.37	.24	.23	.27		
Rib chops	.24	.26	.31	.20	.20	.22		
Stewing (breast)	.12	.13	.16	.16	.10	.11		

1933 Revised

## Retail Meat Price Charts

to meet the changed conditions

### ARE NOW READY FOR YOU

These cost finding and pricing charts for meat retailing are especially valuable in markets desiring a quick reference sheet for costs and selling prices of retail cuts based on given carcass values. The price range is wide for Beef, Veal, Pork, Lamb and Mutton.

The charts were worked out with the practical needs of the dealer in mind, and there is nothing mechanical about them. They save time in daily price calculations and are protection against mistakes. They are particularly valuable at inventory time.

Chart No. 1 gives cost and selling prices of retail cuts from whole carcasses or sides.

Chart No. 2 gives cost and selling prices of retail cuts from extra wholesale cuts, such as chuck, loins, ribs, rounds, etc.

You will have use for both charts, and we offer them to you at the price of \$2.00 for both chart No. 1 and No. 2. Either may be had at \$1.00 each.

Handy coupon for your order is given below. You may send cash.

The National Provisioner  
407 S. Dearborn Street,  
Chicago, Illinois.

Enclosed find \$..... for which send the following number of 1933 Revised Meat Price Cards.

Quantity No. 1.....

Quantity No. 2.....

Name.....

Street.....

City.....

State.....

# WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Mar. 1, 1934:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS (1) (300-500 LBS.):</b>				
Choice	\$10.50@11.00			
Good	9.00@10.00		\$8.50@10.00	
Medium	7.00@ 9.00		7.00@ 8.50	
Common	6.00@ 7.00		6.00@ 7.00	
<b>STEERS (500-600 LBS.):</b>				
Choice	10.00@11.00		10.50@11.00	10.50@11.00
Good	8.00@10.00		8.00@10.00	9.50@10.00
Medium	7.00@ 8.00		7.00@ 8.00	8.00@ 9.00
Common	6.00@ 7.00		6.00@ 7.00	
<b>STEERS (900-700 LBS.):</b>				
Choice	9.00@10.00		10.00@11.00	9.50@10.50
Good	8.00@ 9.00		8.00@ 9.50	8.50@ 9.00
Medium	6.50@ 8.00	7.50@ 8.00	7.00@ 8.00	8.00@ 8.50
<b>STEERS (700 LBS. UP):</b>				
Choice	8.00@ 9.00	9.00@ 9.50	9.00@10.00	9.00@10.00
Good	7.00@ 8.00	8.00@ 9.00	8.00@ 9.00	8.50@ 9.00
<b>COWS:</b>				
Good	6.50@ 7.00	7.00@ 7.50	7.00@ 7.50	7.00@ 8.00
Medium	5.50@ 6.50	6.50@ 7.00	6.00@ 7.00	6.50@ 7.00
Common	5.00@ 5.50	6.00@ 6.50	5.50@ 6.00	6.00@ 6.50
<b>Fresh Veal and Calf Carcasses:</b>				
<b>VEAL (2):</b>				
Choice	10.00@11.00	11.50@13.00	11.00@12.00	10.00@11.00
Good	9.00@10.00	9.50@11.50	10.00@11.00	9.00@10.00
Medium	7.50@ 8.50	8.00@ 9.50	8.00@10.00	8.00@ 9.00
Common	6.50@ 7.50	7.00@ 8.00	7.00@ 8.00	7.00@ 8.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (38 LBS. DOWN):</b>				
Choice	15.00@16.00	15.50@16.50	16.50@17.00	16.50@17.00
Good	14.50@15.50	15.00@16.00	16.00@16.50	15.50@16.50
Medium	14.00@14.50	14.00@15.00	15.00@15.50	14.50@15.50
Common				
<b>LAMB (39-45 LBS.):</b>				
Choice	15.00@16.00	15.50@16.50	16.00@16.50	16.00@17.00
Good	14.50@15.50	15.00@16.00	15.00@16.00	15.00@16.00
Medium	14.00@14.50	14.00@15.00	14.00@15.00	14.50@15.50
Common				
<b>LAMB (46-55 LBS.):</b>				
Choice	14.50@15.00	14.50@15.50	16.00@16.50	15.00@16.00
Good	14.00@14.50	14.00@15.00	14.50@15.50	14.50@15.50
<b>MUTTON (EWE) 70 LBS. DOWN:</b>				
Good	7.00@ 8.00	9.00@10.00	7.50@ 8.50	8.50@ 9.00
Medium	6.00@ 7.00	8.00@ 9.00	7.00@ 7.50	8.00@ 8.50
Common	5.00@ 6.00	7.00@ 8.00	6.00@ 6.50	7.00@ 8.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	12.00@13.50	13.50@14.50	12.50@14.00	12.00@14.00
10-12 lbs. av.	12.00@13.50	13.50@14.50	12.00@14.00	12.00@13.50
12-15 lbs. av.	11.50@12.50	13.00@13.50	11.50@13.00	11.00@12.50
16-22 lbs. av.	11.00@11.50	11.50@12.50	11.00@12.00	11.00@12.00
<b>SHOULDERS, N. Y. STYLE, SKINNED:</b>				
8-12 lbs. av.	9.00@10.00		10.00@12.00	10.00@12.00
<b>PICNICS:</b>				
6-8 lbs. av.		11.00@11.50		9.00@10.00
<b>BUTTS, BOSTON STYLE:</b>				
4-8 lbs. av.	11.00@12.00		12.50@14.00	12.50@14.00

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

# AMONG RETAIL MEAT DEALERS.

The annual vaudeville and dance of the Eastern District Branch was held as usual on Washington's Birthday eve in Schwaben Hall, Brooklyn. Practically all the branches in the metropolitan area were well represented. A program of radio and stage stars started the evening followed by dancing in two ballrooms. A telegram expressing regret at non attendance was read from Mr. and Mrs. Alfred Haas. The officers and committees which made this affair a success were: President, Christian Stein; first vice president, Simon Levy; second vice president, Joseph Behrmann; treasurer, Theodore C. Meyer; financial secretary, F. Edward Rath; recording secretary, Andrew Albern; executive secretary, Fred C. Riester. Mr. Riester was chairman of the entertainment committee, Al Sieders of the reception committee and Theodore C. Meyer of the floor committee.

Report of ball committee and nomination and election of officers for the ensuing year was the principal order of business at the meeting of Eastern District Branch Tuesday of this week. The officers elected are: President, Joseph Wagner; first vice president, Simon Levy; second vice president, Joseph Behrmann; treasurer, Theodore C. Meyer; financial secretary, Andrew P. Hickman; recording secretary, Andrew Albern and executive secretary, Fred C. Riester.

The trade was grieved this week at the passing of Mrs. Carrie Loeb, wife of the late Moe Loeb. Mrs. Loeb was well known in the Queensboro Bridge Market where she worked with Mr. Loeb for many years. She continued the business until recently. She died at her late home, 440 East 59th street, Manhattan.

Mrs. Fred Hirsch, chairman, reports all arrangements are completed for the Ladies' Auxiliary luncheon and card party at Ward's Baking Co., 367 Southern boulevard, N. Y. City, March 8, 1:30 p. m.

# HANDICAPPED EMPLOYEES.

Conditions under which persons of limited earning capacity may be employed by companies operating under NRA labor agreements were outlined by President Roosevelt on February 17, 1934, as follows:

"A person whose earning capacity is limited because of age, physical or mental handicap, or other infirmity, may be employed on light work at a wage below the minimum established by a code, if the employer obtains from the State authority, designated by the U. S. Department of Labor, a certificate authorizing such person's employment at such wages and for such hours as shall be stated in the certificate. Such authority shall be guided by the instructions of the U. S. Department of Labor in issuing certificates to such persons. Each employer shall file monthly with the Code Authority a list of all such persons employed by him, showing the wages paid to, and the maximum hours of work for such employee."

Watch "Wanted" page for bargains in equipment.

# A. C. Wicke Mfg. Co.

# Complete Market Equipment



# NEW YORK CITY

Main Office and Factory: 406 East 102nd St.

Salesrooms:  
425-435 E. 102nd St.

Phone Atwater 0880 for all  
Branches

Bronx Branch:  
739 Brook Ave.

## Superior Packing Co.

Price Quality Service

Chicago



St. Paul

**DRESSED BEEF**

**BONELESS BEEF and VEAL**

*Carlots*

*Barrel Lots*

## For Slicing

Search no further if you want a high quality dried beef that makes full, even slices. Peacock Dried Beef is manufactured and trimmed with the slicer's problem in mind. Write for prices.



**Cudahy Brothers Co.**

Cudahy, Wis.

**Peacock Dried Beef**

### NEW YORK NEWS NOTES.

Vice president James D. Cooney, Wilson & Co., Chicago, was a visitor to New York last week.

Fred G. Schenk, president and general manager, Columbus Packing Co., Columbus, O., was a visitor to New York last week.

Louis Kahn, jr., E. Kahn's Sons Company, Cincinnati, O., was in New York for several days during the past week and visited H. L. Woodruff, the company's New York representative.

Chicago visitors to New York last week included J. P. Spang, jr., vice president, Swift & Co., E. L. Morris, contract and hotel department, and Fred Davis, provision department.

When vice president Andrew T. Terry and sales manager Sol Lupoff, Mongolia Importing Company, returned from their mid-winter vacation in Florida, president George Terry departed for the South to spend a month.

Meat seized and destroyed by the health department of the city of New York during the week ended February 17, 1934, was as follows: Brooklyn, 43 lbs.; Manhattan, 2,655 lbs.; Bronx, 24 lbs.; Queens, 10 lbs.; Richmond, 7 lbs.; total, 2,739 lbs.

W. F. Wright, who had been with Swift & Company for more than forty years, and who at the time of his retirement a short time ago was manager of the Somerville, N.J., branch,

died at his home on February 26 following a brief illness.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended February 24, 1934, were as follows: Meat—Brooklyn, 11 lbs.; Manhattan, 2,903 lbs.; Bronx, 90 lbs.; Queens, 14 lbs.; total, 3,018 lbs. Fish—Brooklyn, 40 lbs.; Queens, 6 lbs.; total, 46 lbs. Poultry—Manhattan, 8 lbs.

On his recent visit to New York John W. Roberts completed negotiations with Irving E. Hand to represent his firm, Roberts & Oake, Inc., Chicago, in the metropolitan New York area. Mr. Hand was formerly manager of the F. A. Ferris branch of Stahl-Meyer, Inc. The New York office of Roberts & Oake, Inc., is located at 122 East 42nd st.

### NO LOST-TIME ACCIDENTS.

The plant of the Interstate Packing Company, Winona, Minn., has operated twenty-five months without a lost-time accident. Thirty-seven companies, in addition to the Interstate Packing Company, operated during January without a lost-time accident and either retained or received the safety award pennants of the Institute of American Meat Packers. These plants are: Abraham Brothers Packing Co., Memphis, Tenn.; Armour and Company, Fort Worth, Tex.; Huron, S. Dak., Milwaukee, Wis.; Fowler plant, Kansas City, Kans.; Burns & Company, Regina, Vancouver, and Winnipeg, Canada; Jacob E. Decker & Sons, Mason City, Iowa; Derby Foods, Inc., Chicago; Du Quoin Packing Co.,

Du Quoin, Ill.; Eckert Packing Co., Henderson, Ky.; Emmart Packing Co., Louisville, Ky.; Field Packing Company, Bowling Green and Owensboro, Ky.; Adolf Gobel, Inc., Boston, Mass.; Edward Hahn, Johnstown, Pa.; Hull & Dillon Packing Co., Pittsburg, Kans.; Illinois Meat Co., Chicago; Harry Manaster & Brother, Chicago, 2 plants; E. W. Penley, Auburn, Me.; Louis H. Rettberg, Inc., Baltimore, Md.; Reynolds Packing Co., Union City, Tenn.; Rochester Packing Co., Rochester, N. Y.; Wm. Schluderberg-T. J. Kurlde Co., Baltimore, Md.; Seltzer Packing Co., Pottsville, Pa.; Stahl-Meyer, Inc., Otto Stahl Division, New York; Steiner Packing Co., Youngstown, O.; Swift & Company, Denver, Harrisburg, Pa., Newark, N. J., and Watertown, S. D.; Swift Canadian Co., Ltd., Toronto; Wilmington Provision Co., Wilmington, Del.; Wilson & Co., Oklahoma City.

The average accident-frequency rate for all plants reporting for January, 1934, was 24. The accident-frequency rate for January, 1933, was 18.

### MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended February 24, 1934, were as follows:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef	.....	57,600 lbs.
Canada—Pork cuts	.....	787 lbs.
Canada—Bacon	.....	5,144 lbs.
Canada—Sausage	.....	853 lbs.
France—Pork paste	.....	385 lbs.
France—Sausage	.....	138 lbs.
Germany—Sausage	.....	606 lbs.
Germany—Ham	.....	5,119 lbs.
Hungary—Salami	.....	651 lbs.
Irish Free State—Bacon	.....	3,144 lbs.
Italy—Salami	.....	1,650 lbs.



**QUALITY**

IS ALWAYS  
IN STYLE  
WHEN  
YOUR  
SAUSAGE  
AND OTHER  
PROCESSED MEATS  
ARE PREPARED  
WITH  
PEACOCK BRAND  
PRODUCTS

**Wm J. Stange Co.**  
CHICAGO



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$ 5.25@ 5.45
Cows, common to medium	3.00@ 3.25
Bulls, common to medium	2.50@ 3.75

## LIVE CALVES.

Venlers, good to choice	\$ 8.00@ 9.50
Venlers, medium	5.50@ 6.00
Venlers, common	3.00@ 5.00

## LIVE LAMBS.

Lambs, good to choice	\$10.00@ 10.35
Lambs, medium	8.00@ 9.50
Ewes	2.25@ 5.25

## LIVE HOGS.

Hogs, 190 lbs.	@ \$5.25
Hogs, 245 lbs.	@ 4.80
Hogs, heavy	@ 4.25

## DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	\$ 9.50@ 9.75
-----------------------------------	---------------

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy	10 1/2 @ 11 1/2
Choice, native, light	11 @ 12
Native, common to fair	9 1/2 @ 10 1/2

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	10 @ 11
Native choice yearlings, 440@600 lbs.	10 1/2 @ 11 1/2
Good to choice heifers	7 @ 8
Good to choice cows	7 @ 8
Common to fair cows	6 @ 7
Fresh bologna bulls	6 @ 7

## BEEF CUTS.

	Western.	City.
No. 1 ribs	14 @ 16	15 @ 17
No. 2 ribs	13 @ 14	14 @ 15
No. 3 ribs	10 @ 12	12 @ 13
No. 1 loins	17 @ 21	20 @ 22
No. 2 loins	14 @ 15	10 @ 13
No. 3 loins	10 @ 12	12 @ 14
No. 1 hinds and ribs	11 @ 15	11 1/2 @ 15
No. 2 hinds and ribs	10 @ 11	10 1/2 @ 12
No. 1 rounds	9 @ 10	9 1/2 @ 10
No. 2 rounds	8 @ 9	8 1/2 @ 9
No. 3 rounds	7 1/2 @ 8	7 1/2 @ 8
No. 1 chucks	8 @ 9	8 1/2 @ 9 1/2
No. 2 chucks	7 @ 7 1/2	7 1/2 @ 8 1/2
No. 3 chucks	6 @ 6 1/2	6 @ 7 1/2
Bolognas	6 @ 7	6 1/2 @ 7 1/2
Rolls, reg. 4@8 lbs. avg.	22 @ 23	22 @ 23
Rolls, reg. 4@8 lbs. avg.	17 @ 18	17 @ 18
Tenderloins, 4@6 lbs. avg.	50 @ 60	50 @ 60
Tenderloins, 5@6 lbs. avg.	50 @ 60	50 @ 60
Shoulder clods	11 @ 12	11 @ 12

## DRESSED VEAL.

Good	11 @ 13
Medium	10 @ 11
Common	7 @ 9

## DRESSED SHEEP AND LAMBS.

Lambs, prime to choice	17 @ 17 1/2
Lambs, good	15 1/2 @ 16 1/2
Lambs, medium	15 @ 15 1/2
Sheep, good	7 @ 8
Sheep, medium	5 @ 6

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	13 @ 14
Pork tenderloins, fresh	22 @ 23
Pork tenderloins, frozen	20 @ 21
Shoulders, Western, 10@12 lbs. avg.	11 @ 11 1/2
Butts, boneless, Western	13 @ 14
Butts, regular, Western	13 @ 14
Hams, Western, fresh, 10@12 lbs. avg.	12 1/2 @ 13
Picnic hams, Western, fresh, 6@8 lbs.	13 @ 14
average	9 @ 10
Pork trimmings, extra lean	12 @ 13
Pork trimmings, regular 50% lean	8 @ 9
Spareribs	9 @ 10

## SMOKED MEATS.

Hams, 8@12 lbs. avg.	14 @ 15
Hams, 10@12 lbs. avg.	14 @ 15
Hams, 12@14 lbs. avg.	14 @ 15
Picnics, 4@6 lbs. avg.	10 1/2 @ 11 1/2
Picnics, 6@8 lbs. avg.	10 1/2 @ 11 1/2
City pickled bellies, 8@12 lbs. avg.	12 @ 14
Bacon, boneless, Western	16 1/2 @ 17 1/2
Bacon, boneless, city	15 1/2 @ 16 1/2
Rollettes, 8@10 lbs. avg.	13 1/2 @ 14 1/2
Beef tongue, light	22 @ 25
Beef tongue, heavy	24 @ 25

## FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, 1 c. trim'd	30c a pound
Sweetbread, beef	30c a pound
Sweetbread, veal	60c a pair
Beef kidneys	8c a pound
Mutton kidneys	10c each
Livers, beef	25c a pound
Oxtails	15c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@ .75 per cwt.
Breast fat	@ 1.00 per cwt.
Edible suet	@ 1.50 per cwt.
Inedible suet	@ 1.25 per cwt.

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	1.35	1.55	1.65	1.70	1.85
Prime No. 2 veals	1.10	1.40	1.50	1.55	1.70
Buttermilk No. 1	1.10	1.30	1.40	1.45	1.60
Buttermilk No. 2	1.10	1.30	1.40	1.45	1.60
Branded grubby	5	7.20	8.80	8.85	9.5
Number 3	5	7.70	8.80	8.85	9.5

## BUTTER.

Creamery, extras (92 score)	26 1/2 @ 27 1/2
Creamery, firsts (91 score)	@ 26
Centralized (90 score)	@ 25 1/2

## EGGS.

(Mixed Colors.)

Special packs or henery selections	19 @ 20 1/2
Standards	18 1/2 @ 18 1/2
Firsts	17 1/2 @ 18

## LIVE POULTRY.

Fowls, colored, via express	@ 17
Fowls, Leghorn	@ 16
Chickens, Rocks	@ 16

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—	
Western, 60 to 65 lbs. to dozen, lb.	14 @ 16 1/2
Western, 48 to 54 lbs. to dozen, lb.	15 @ 17
Western, 43 to 47 lbs. to dozen, lb.	14 @ 16
Western, 36 to 42 lbs. to dozen, lb.	14 @ 16
Western, 30 to 35 lbs. to dozen, lb.	13 @ 15
Chickens—fresh—dry pkd.—12 to box—	
Western, 60 to 65 lbs. to dozen, lb.	16 @ 19
Western, 48 to 54 lbs. to dozen, lb.	13 @ 17
Western, 43 to 47 lbs. to dozen, lb.	13 @ 16
Western, 36 to 42 lbs. to dozen, lb.	12 @ 15
Western, 30 to 35 lbs. to dozen, lb.	12 @ 14 1/2
Ducks—	
Long Island, frozen	@ 15 1/2
Squabs—	
White, per lb.	35 @ 45
Turkeys, No. 1—	
Young toms	21 @ 24
Young hens	19 @ 22
Fowls, frozen—dry pkd.—12 to box—	
Western, 60 to 65 lbs. per lb.	13 @ 16
Western, 48 to 54 lbs. per lb.	12 @ 16 1/2
Western, 43 to 47 lbs. per lb.	12 @ 15 1/2

## BUTTER AT FOUR MARKETS.

Wholesale prices of butter at Chicago, New York, Boston and Philadelphia, week ended Feb. 22, 1934:

	Scores	93	92	90	88
Chicago	25-25 1/2	24 1/2	24	23	
New York	26 1/2-27	26	25 1/2	24 1/2	
Boston		27	25 1/2	24 1/2	
Phila.	27 1/2	27	25 1/2		

Wholesale price carlots—fresh centralized butter—90 score at Chicago:

	Scores	90	89	88
Chicago	24 1/2	24 1/2	23 1/2	22 1/2
New York	25 1/2	25	24 1/2	24 1/2
Boston				
Phila.				

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1— 1934.
Chicago	24,892	19,101	33,891	335,273
N. Y.	45,944	59,130	60,430	314,193
Boston	11,783	17,483	21,507	160,295
Phila.	13,080	23,440	25,271	178,495

Total 95,379 119,154 141,069 1,188,256 1,342,350  
Cold storage movement (lbs.):

	In Feb.	Out Feb.	On hand Feb. 21	On hand Feb. 22	Same week day last year.
Chicago	193,310	2,208,689	18,490,023	4,469,906	
N. Y.	153,830	475,100	6,839,461	1,373,489	
Boston	1,260	32,590	862,750	326,962	
Phila.	540	28,988	326,734	626,482	
Total	348,940	2,743,376	26,518,908	6,796,839	

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:	
March to June inclusive	@ \$25.00
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@ 25.00
Blood, dried, 10% per unit	@ 3.25
Fish scrap, dried, 11% ammonia	3.00 & 10c
10% B. P. L., f.o.b. fish factory	37.00 ton
Fish meal, foreign, 11 1/2% ammonia	
10% B. P. L.	
Fish scrap, acidulated, 6% ammonia	
3% A.P.A. Del'd Balt. & Norfolk	@ 20.00
Soda nitrate, per net ton, March to June	@ 24.50
in 200-lb. bags	@ 24.50
in 100-lb. bags	@ 27.00
Tankage, ground, 10% ammonia	2.75 & 10c
15% B. P. L. bulk	
Tankage, unground, 9@10% ammonia	2.50 & 10c

#### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f.	@ 25.00
Bone meal, raw, South American, 4 1/2 and 50 bags, per ton, c.i.f.	@ 25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 10% flat	@ 8.00

#### Potash.

Manure salt, 30% bulk, per ton	@ 19.15
Kalnit, 14% bulk, per ton	@ 9.70
Muriate in bags, per ton	@ 37.15
Sulphate in bags, per ton	@ 42.15

#### Dry Rendered Tankage.

50% unground	@ .55
60% ground	@ .57 1/2

## BONES, HOOF AND HORNS.

Soda nitrate, per net ton, March....	
Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 65.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@ 100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Feb. 24, 1934, with comparisons:

	Week ended Feb. 24.	Prev. week.	Cor. week.
West. drsd. meats:			1933.
Steers, carcasses	8,492	8,750	6,800 1/2
Cows, carcasses	715	720	637
Bulls, carcasses	192	204	185
Veals, carcasses	11,332	12,568	12,956
Lambs, carcasses	28,262	34,593	28,296
Mutton, carcasses	3,457	3,192	2,911
Beef cuts, lbs.	412,138	448,868	480,128
Pork cuts, lbs.	2,511,065	2,910,817	2,209,806
Local slaughters:			
Cattle	9,384	10,028	8,280
Calves	14,019	14,344	11,873
Hogs	45,619	44,941	44,407
Sheep	51,843	58,044	63,180

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Feb. 24, 1934:

	Week ended Feb. 24.	Prev. week.	Cor. week.
West. drsd. meats:			1933.
Steers carcasses	2,610	2,769	2,416
Cows, carcasses	739	715	733
Bulls, carcasses	319	278	221
Veals, carcasses	1,797	1,994	1,467
Lambs, carcasses	10,208	11,424	12,353
Mutton, carcasses	1,003	1,030	811
Pork, lbs.	492,500	415,524	668,728
Local slaughters:			
Cattle	1,601	1,787	1,890
Calves	2,048	3,408	2,890
Hogs	17,142	17,567	18,223
Sheep	4,512	4,585	6,134

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended Feb. 24, 1934, with comparisons:

	Week ended Feb. 24.	Prev. week.	Cor. week.
West. drsd. meats:			1933.
Steers, carcasses	2,797	3,534	2,615
Cows, carcasses	2,037	1,882	1,620
Bulls, carcasses	29	39	28
Veals, carcasses	798	999	1,158
Lambs, carcasses	16,813	18,043	20,759
Mutton, carcasses	657	761	1,158
Pork, lbs.	181,150	232,762	462,152



# FOOLISH, FOOLISH VIRGINS! NO OIL IN THEIR LAMPS!

"Two dozen more picks and shovels and 1600 feet of 12-inch sewer pipe, and get 'em quick!"

It was our construction foreman waving a requisition under the nose of our purchasing agent.

"Have 'em for you in two hours."

But he didn't. Kalamazoo supply houses had none. He called Grand Rapids. None there. Jackson next. Then Detroit....Chicago....Toledo....Buffalo. Not a pick, not a shovel, not a foot of sewer pipe in 400 miles!

It set us thinking. This was the CWA, to be sure. But can it be a fore-runner of what is going to happen in all lines when the throttle of industry is advanced just another notch?

Ditches to be dug and no picks.  
Houses to be painted and no paint.  
Rails to be laid and no steel.  
Printing to be done and no paper.

*Foolish, foolish virgins! No oil in their lamps!*

**KALAMAZOO VEGETABLE PARCHMENT COMPANY**  
PARCHMENT [KALAMAZOO COUNTY] MICHIGAN



# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### Curing Foreman

Position wanted as curing foreman or assistant by capable, reliable man. Thoroughly experienced in fresh pork grading, sweet pickle and dry salt curing, offal curing, carloading and unloading, freezers, and sweet pickle clerical work. Guarantees results. W-507, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Working Sausage Foreman

Position wanted by first-class sausage-maker with several years' experience manufacturing all kinds of sausage, both United States and abroad. Age, 33. References. Will go anywhere. W-509, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### All-Around Packinghouse Man

Position wanted by all-around packinghouse man specializing in canning meats and specialties. Familiar with fruits, vegetables and sea foods also. Many years experience in quality products at minimum cost. Dependable, capable. Best references. W-510, The National Provisioner, 300 Madison Ave., New York City.

### Superintendent

Young man desires position with good packer, South or East. Now employed as assistant superintendent. Experienced all departments. Can handle labor, get results and operate plant economically. Good reason for wanting change. W-506, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Your Sausage Troubles

Do you have trouble with your sausage and meat specialties? Cure? Seasoning? Shrinkage? Color? Smoking troubles? Keeping qualities? I can solve your difficulties for you. Write W-200, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

## Equipment for Sale

### 300-pound Ice Cans

For sale, six hundred 300-pound ice cans, size  $11\frac{1}{2} \times 22\frac{1}{2} \times 44$  inches inside. Used, but in good condition. Write John Morrell & Co., Ottumwa, Iowa.

### Rendering Equipment

For sale, Recessed Filter Presses, all sizes; Lard Rolls; Dopp Jacketed Kettles; Hammer Mills; Disintegrators; Melters; Cookers; Mixers; Ice Machines; Boilers; Pumps; etc. Send for latest bulletin. What machinery have you for sale? CONSOLIDATED PRODUCTS CO., INC. 14-19 Park Row, New York City.

### Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Manges, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

### Rebuilt Sausage Machines

For sale at extremely low prices, following rebuilt sausage machines with guarantee of new machines:

- 1 No. 43-B "Buffalo" silent cutter and motor.
- 1 No. 38 "Buffalo" silent cutter and motor.
- 1 No. 27 "Buffalo" silent cutter and motor.
- 1 No. 56-B "Buffalo" grinder with tight and loose pulleys.
- 1 500-lb. "Buffalo" stuffer.
- 1 400-lb. Randall stuffer.
- 1 700-lb. "Buffalo" mixer and motor.
- 1 300-lb. Hottmann cutter, less motor.

JOHN E. SMITH'S SONS COMPANY  
50 Broadway, Buffalo, N. Y.

Chicago, Ill.: 4201 S. Halsted St.  
Los Angeles, Calif.: 1316 E. Slauson Ave.  
Louisville, Ky.: 425 W. Ormsby Ave.  
Toronto, Ontario, Can.: 189 Church St.

## Men Wanted

### Casing Salesman

Man with good sales record and acquainted with principal trade in New England, Pennsylvania and adjacent territory wanted by old established casing house. Furnish full particulars in first letter. Replies treated strictly confidential. W-508, The National Provisioner, 300 Madison Ave., New York City.

### Packinghouse Superintendent

Wanted general packinghouse superintendent. Must be acquainted with all details of packinghouse. Write W-511, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Sell Surplus Equipment

The classified columns of THE NATIONAL PROVISIONER offer a quick, resultful method of selling equipment you no longer need at negligible cost. Turn space-wasting old equipment into cash. List the items you wish to dispose of and send them in. THE NATIONAL PROVISIONER classified columns will find a buyer for them.

## GEO. H. JACKLE

Broker

Tankage, Blood, Bones  
Cracklings, Bonemeal  
Hoof and Horn Meal

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405 Lexington Ave.  
New York City

# UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY

City Dressed Beef, Lamb and Veal, Poultry

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Stearine  
Tallows

Stock Foods  
Calf Heads  
Cracklings

Pulled Wool  
Pickled Skins  
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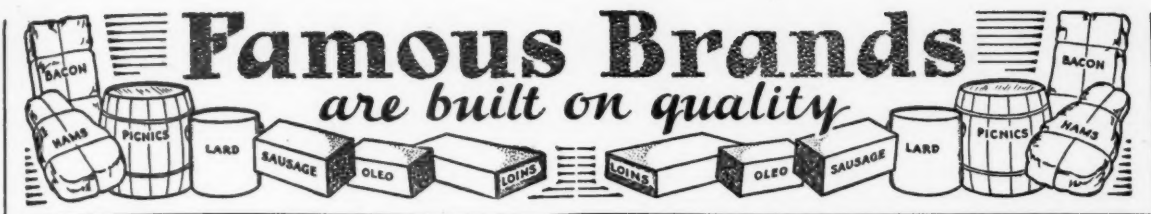
Calf Skins  
Horns  
Cattle Switches

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First Ave. and East River

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Spiced Ham

Luncheon Meat

Pork

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3830 S. Morgan St., Chicago, Ill.



*Philadelphia Scrapple a Specialty*  
**John J. Felin & Co., Inc.**

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New York Branch: 407-409 West 13th Street

Hams  
Bacon  
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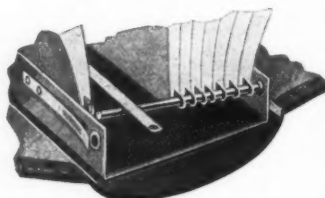
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